

THE CHEMIST AND DRUGGIST

SEPTEMBER 16, 1933

*The*  
**CHEMIST AND DRUGGIST**



*Established 1859*

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*Registered as a Newspaper*

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SEPTEMBER 16, 1933

*Annual Subscription (with  
Diary) 20/- Single Copies 9d.*

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TELEGRAMS, INLAND:  
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Highly Activated, strongly Adsorbent  
Medicinal Charcoal in tablet form.  
One packing only.

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Retail  $1\frac{1}{3}$  per tube.

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A medicated sweet for Coughs and Colds.

1/4 7 lbs.; 1/3 14 lbs.; 1/2 28 lbs.; 1/1 56 lbs.; 1/- 112 lbs.

### CHESTNUTS

Famous for over a quarter of a century as *the* winter cough tablet.

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### CHEST RUB

An inexpensive preparation packed in tins to retail at 6d.

Per 3/9 dozen.

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An efficient prophylactic for Colds and Influenza.

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# MENTHOLATED BRONCHIAL LOZENGES



PARKE, DAVIS & CO., BEAK ST., LONDON, W. 1.



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be offered special terms on

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**BEMAX**

AND BEMAX CHOCOLATE

AND

**POMPEIAN**

BEAUTY PREPARATIONS

Do not forget to ask for details during  
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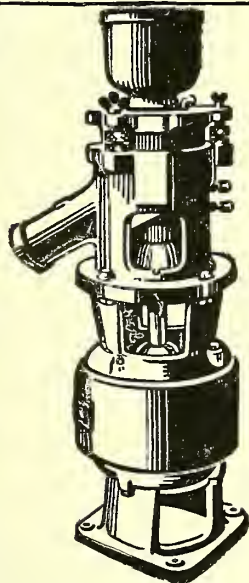


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5" Paste Mill with direct coupled Motor.

Is a slow speed Mill direct coupled to Motor. There are two working surfaces, one rotating and the other fixed. The clearance between the two can be adjusted with absolute precision to a 1/1000th of an inch.

This latest development of THE PREMIER COLLOID MILL is designed to handle viscous fluids and semi-pastes.

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LONDON, W.C.2.

Telegrams :  
"Burboul, Rand, London."

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# JOHN THOMPSON *(Wholesale Druggists 1921)* <sup>LD</sup>

(Jaytee's)

## LIVERPOOL

TELEGRAPHIC ADDRESS: "DRUGS" LIVERPOOL

DRUGS, CHEMICALS, GALENICALS, TABLETS,  
PILLS, PATENT MEDICINES, CHEMISTS' SUNDRIES,  
PHOTOGRAPHIC SUPPLIES AND TOBACCOS

*Our Prices are Right, Our Quality is of the Best,*  
MAY WE QUOTE YOU?

*All Drugs and Chemicals employed in manufacture are the finest procurable and the finished Products are guaranteed to conform to B.P. or other recognised standards.*





*. . . the foundation of public confidence* **ON WHICH SALES DEPEND**

Why do the Venos Products sell so consistently . . . why are sales still rising? There is one simple reason why these lines command such enormous public favour—and that is sheer merit.

Time has proved the original formulæ of Germolene Brand Ointment, Dr. Cassells Brand Tablets and Venos Brand Cough Cure to be absolutely right. We **know** they do all we claim for them—so we **guarantee** their efficiency. That guarantee involves adherence to the most rigid manufacturing standards—but it has bred public confidence as nothing else could have done.

Turn that confidence into cash. Assure yourself of rapid sales—big profits—no risk of dead stock—by writing for terms and display material **NOW** to the



**VENO DRUG CO. LTD.**  
**CHESTER ROAD, MANCHESTER, 16**

**8<sup>D.</sup>**  
**PROFIT**  
 ON  
 AN  
**OUTLAY**  
 OF  
**10<sup>D.</sup>**  
 OR  
**80%**



**SOLD**  
**BY**  
**CHEMISTS**  
**ONLY**  
  
**MADE**  
**IN**  
**OUR**  
**LONDON**  
**LABORATORIES**

**Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.**

LABORATORY DEPARTMENT  
**ARMOUR AND COMPANY**  
 LIMITED

**ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,  
 LONDON, E.C.1.**

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# *A Spur to Sales*

Although, in most well-established concerns, a large percentage of sales is automatic, we believe that constant effort is the only means by which present-day success can be maintained. Bearing this in mind we have decided to launch a special window display contest during October, 1933. This is to link up with Moorland's national advertising, so that the Trade may enjoy the widest margin of sales. Competitors can enjoy a dual result from this, one in the form of increased demand for Moorlands and another in the form of a substantial cash prize awarded to successful entrants. In your own interests we suggest that you always keep Moorland Tablets displayed and during October a special display effort on behalf of Moorlands will bring its own reward.

**IMPORTANT.** *You will shortly be receiving details of our October Bonus Offer and full particulars of a Window Dressing Competition with £100 in Cash Prizes.*

W.B.CARTWRIGHT, LTD.



RAWDON, LEEDS.

## *The Public will have Moorlands*

# CHEMISTS' EXHIBITION

(1933)

SEPTEMBER 25 to 29

at the

ROYAL HORTICULTURAL HALL, WESTMINSTER, LONDON, S.W.1

## THE GENERAL OPTICAL COMPANY

OF

120 CLERKENWELL ROAD, LONDON, E.C.1

*will be displaying a full range*

OF SIGHT TESTING EQUIPMENT

TEST ROOM FURNITURE

THE LATEST SPECTACLE FRAMES

and ALL THEIR WELL KNOWN SPECIALITIES

**BE SURE  
TO VISIT**



**STANDS No. 130 and 131**



## APPEARANCE COUNTS

Having made your medicines to a quality as good as they should be, it is only common sense that you should present the bottles or packages to your customers in as attractive a manner as possible.

You cannot do much to make a glass bottle pretty, but you can spoil its appearance by fixing a badly printed label.

That is why you should command the assistance of

**SUTTLEY & SILVERLOCK Ltd.**

*Printers of Fine Quality*

**LONDON & ANDOVER**

'Phone

TEMPLE BAR

3 4 6 4



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## **Good Display and Attractive Pharmacies — are Essential to Better Business**

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The quickest and most permanent way to better business is to make your pharmacy as attractive and significant as possible.

Your shop front must be up-to-date, yet dignified. It must compel attention and create interest.

Your window must be fitted to enable you to construct more impressive displays.

Your pharmacy interior must be well equipped and designed for rapid service, without sacrificing any of its professional character.

The buying public of to-day looks for these things and the pharmacist who is enterprising enough to make his pharmacy outstanding will command the better business.

Maw's are expert fitters of modern pharmacies. Let us modernize your pharmacy and help YOU to BETTER BUSINESS.

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### **S. Maw, Son & Sons Ltd.**

**7-12 Aldersgate Street :: :: London, E.C.1**

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**Pharmaceutical Shopfitting Experts**

# THINK OF IT—

For your customers' daily needs. Hay's delicately perfumed Liquid Soap packed in convenient form for carrying or for use in the home has a definite appeal to all. A high quality product at a low price.

## PRICES:

	PINE	JASMIN	CARNATION
1/2 oz. watch shape	2/8	per doz.,	30/- per gross
4 oz. bathroom size	7/-	per doz.,	80/- per gross
Bulk price	7/-	per gall.	(tin free)

Attractive show material supplied Free.

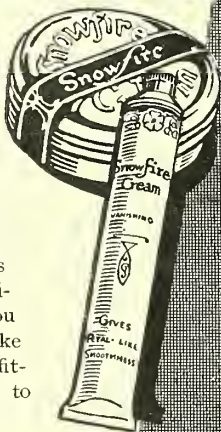
For further particulars, etc., write to Dept. L.S/2, William Hay Limited, Manufacturing Chemists, Hull.

**HAY'S**  
(PACKED)

# LIQUID SOAP

## There's no limit to Snowfire cream sales!

Summer or winter there's the same steady demand for fragrant Snowfire Cream. New buyers of Snowfire Cream become regular buyers. They tell their friends of this Cream with real beautifying properties. You get more custom. Make special displays—profitable sales are bound to result.



Handbag Containers 3d.  
Dainty Tubes 6d. Retail.

## SNOWFIRE Vanishing CREAM

Manufactured by  
**F. W. HAMPSHIRE & Co. Ltd., Sunnysdale Works, Derby**

## Super Concentrates to produce COLOGNE PERFUMES

**ORDINARY  
COLOGNE  
STRENGTH**  
10/- Pint.

Eau de Cologne only.

TEST  
SAMPLE  
SUPPLIED.

TO PRODUCE  
ONE  
PINT EAU  
DE COLOGNE  
(or any perfume)  
TAKE



**EXTRA  
COLOGNE  
QUALITY**  
15/- Pint

Also the following:  
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CHYPRE.  
EAU DE  
COLOGNE.  
FANTASIA „  
JASMIN.  
LAVENDER  
WATER.  
LILAC.  
LILY OF THE  
VALLEY.  
MIMOSA.  
OPPONAX.  
SWEET PEA.  
VIOLET  
and others.

“SUPER CONCENTRATE” 1 OZ.  
METHYLATED SPIRIT - - 19 OZS.  
MIX, AND PERFUME IS THEN READY FOR USE.  
By this process, fragrant refreshing Perfumes are possible at a very low cost.

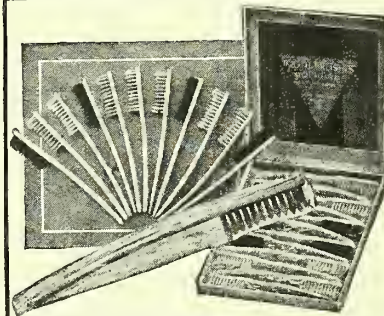
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Exquisite designs in Nickel, Gilt, Silver, Enamelled, Engine-turned, Lacquered—British Made throughout  
From all Wholesalers  
**BLACKMORE, HOWARD & METHERELL, Ltd.**  
53 Hatton Garden, London, E.C.1

[1]



## “THE STATIC”

Reg. No. 533,323

**TOOTH  
BRUSH**  
BONE HANDLES  
WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES

Names free on  
6 doz. lots.

**6/6 per doz.**  
From all Wholesalers.

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EST. 100 YEARS.





# VALUE

## *Today's Buying Stimulant*

The store that is holding its own today . . . that is building up standards and sales for tomorrow, is the one offering merchandise of recognized VALUE.

That's why on thriving counters throughout the country, you find the HARRIET HUBBARD AYER preparations.

Women have learned what VALUE in these preparations means . . . that quality stands for "the best" . . . that sincerity in claim means faithful performance . . . that economy in cost means the finest preparations available at moderate prices.

Thus, this year above all, the home-treatment preparations of HARRIET HUBBARD AYER mean sure sales. Widespread and dignified national advertising will, as usual, be attracting new users. And the VALUE of the preparations, known to old users, readily recognized by new ones, will sell and re-sell these preparations today and for days to come!

**HARRIET HUBBARD AYER**  
**BEAUTY PREPARATIONS**

Ltd.

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# The New Unbreakable Handbag Pot



## The Latest Pack of an Established Seller

Issued in response to the demand of regular users for a container that cannot be damaged. No danger of glass splinters entering the cream. Keeps the cream in perfect condition.

*National Press Advertising  
now proceeding.*

P.A.T.A. Prices.

Retail - - - 1/3 each  
Wholesale - - - 10/- dozen.

In display outers of 1/2 dozen.

Supplied in all shades :—  
White, Ivory, Natural, Ochre and  
Soleil Doré (Sungold).

# VELOUTÉ de DIXOR

THE ORIGINAL

LONDON

COMBINED CREAM AND POWDER

PARIS

**DIXOR LTD., DANEMERE STREET, LONDON, S.W. 15.**

The Public are Calling  
for

# PETAL DUST

*"Wherein the subtle savour of the Flowers  
sublimely dwells."*

**THE GREAT FLORAL AIR PURIFIER**

*A Trial will convince you that—*

**PETAL DUST**, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

**PETAL DUST**, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

**Retails in packets at 4d. and 8d. each.**

Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or  
from Sole Producers :—

**The Rosmarine Manufacturing Co.**  
LONDON, S.E.1.

## QUICK BUSINESS!

With Quality plus Quantity, and extensive advertising we have, IN A FEW WEEKS, secured a big share of the Tooth-paste demand for

## MACKIE'S MAGNESIA

A Complete Antacid Treatment for the Teeth.

Large 1/- tube. Yields a good profit.

Write for trade terms:—

**PEROX LTD. 12, CHENIES ST., W.C.1.**

# HANG IT

**UP AND LET  
IT SELL ITSELF**

Supplied on cards or  
boxed. Show cards  
with every order.

# 1 D.

Each  
Retail



MADE BY  
**GEORGE IBBERTSON & CO.**  
Razor Works, 146 West St., Sheffield

British Made



# Roger & Gallet's

*authentic and genuine Jean Marie Farina*

## EAU DE COLOGNE



guaranteed to be entirely made with the best dutiable S.V.R. spirit. No methylated nor any other Industrial spirit known as Duty-Free is used in any of ROGER & GALLET'S preparations.

Retail Prices - - - 4/9, 8/9, 18/6, 40/- and 80/-.

**ROGER & GALLET (LONDON) LTD.**

1 LECHMERE ROAD, LONDON, N.W.2

LONDON and PARIS



AT CHEMISTS' EXHIB<sup>N</sup> Stand 69, be sure you see

# NUFIX

DOES NOT CONTAIN GUM.

WILL NOT SOIL HEADWARE  
OR LINEN.

ELIMINATES DANDRUFF.

MOST ECONOMICAL IN USE.

PURELY VEGETABLE  
PRODUCT.

YOUR WHOLESALE CAN SUPPLY

Sole Manufacturers :

**WALDEN, WALDEN & CO., 15 GRAPE ST., LONDON, W.C.2**

The recognised popular  
Hair Dressing for the  
well groomed man.

Nationally advertised  
Showcards, leaflets  
and counter stands  
provided.

Large size 12/6 per doz.  
Retail at 1/9

Small size 9/- per doz.  
Retail at 1/3

Miniature 4/6 per doz.  
Retail at 6d.

3 doz. ... 4/3 per doz.  
6 doz. ... 4/- per doz.



**Thousands of bottles sold weekly !**

NICKEL  
PLATED

**BEDFORD**

MANICURE  
FILES

BRITISH TO THE FINGER  
TIPS



MANUFACTURED BY  
**JOHN BEDFORD & SONS LTD.**  
LION WORKS, SHEFFIELD

## SIMPSON'S

SUPERFINE BADGER

### SHAVING BRUSHES

THE FOUR PREMIER GRADES

**THE KING**

EXTRA SPECIAL FINE BADGER

**THE PRINCE**

WHITE-TIPPED BADGER

**THE DUKE**

FINE BADGER

**THE MARQUESS**

PURE BADGER

REPRESENT THE BEST OF BRITISH  
MADE SHAVING BRUSHES AND  
CAN BE SOLD WITH SATISFACTION

SUPPLIES FROM

## "NEWBERYS"

Francis Newbery & Sons Ltd.

CHARTERHOUSE SQUARE,

CARDIFF

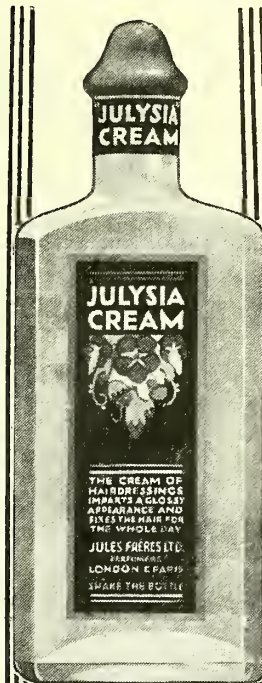
LONDON, E.C.1

LIVERPOOL



*Everywhere  
there is a growing demand  
among men for a really good  
Hair Cream - that is why*

# 'JULYSIA' SALES GO UP



**UP  
UP  
UP**

JULYSIA arouses the enthusiasm of client and chemist alike. Men like it because it gives them all they wish for in a hair cream at a very moderate price. Chemists like it because it assures them a steadily-moving line allied with substantial profit. Read these details of our bonus scheme:—

**"JULYSIA" CREAM IS PACKED  
IN TWO SIZES**

1/- size at 8/- doz. 1/6 size at 12/- doz.

**No. 1 PARCEL**

4 dozen 1/- size

With FREE BONUS of 4 x 1/- Bottles  
and 4 x 1 pints for Saloon use

**BONUS TERMS—13 bots. to the doz.  
SPECIAL CARRIAGE PAID  
PARCELS On Bonus Terms:—**

**No. 2 PARCEL**

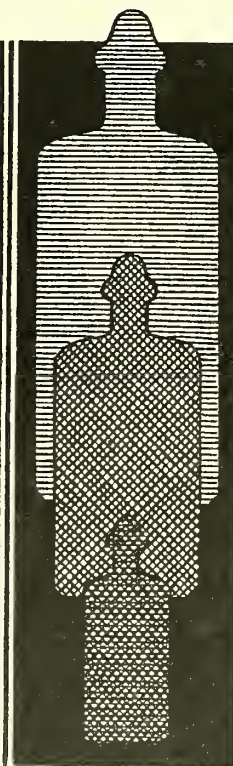
3 dozen 1/- size. 1 dozen 1/6 size

With FREE BONUS of 3 x 1/- & 1 x 1/6  
Bottles and 4 x 1 pints for Saloon use

"JULYSIA" is also supplied in Bulk for Saloon use:—  
7/6 gallon, 4/- half gallon, 1/6 pint

**A PRODUCT OF  
JULES FRÈRES LTD**

Perfumers, 154-164 WALWORTH ROAD, LONDON, S.E.

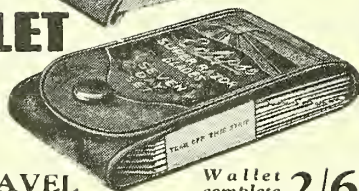


# "Eclipse"

## SUPER RAZOR BLADES



## SEVEN DAY WALLET



IDEAL FOR  
HOME OR TRAVEL

Wallet  
complete  
retails at **2/6**  
each

This handy blade pack, 7 blades in leather case—invaluable for home and travel—brings new sales because of its outstanding utility. Mounted on attractive display cards, each holding six wallets.

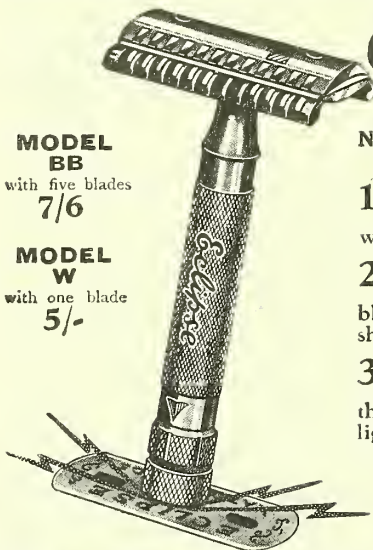
COMPANION LINE TO THE

# Eclipse

RED RING  
MAGNETIC  
RAZOR

**MODEL  
BB**  
with five blades  
**7/6**

**MODEL  
W**  
with one blade  
**5/-**



NO OTHER RAZOR  
LIKE THIS!

1. Takes any type double edged wafer blade.
2. Automatically centres every blade — both edges shave alike.
3. Provides adjustment to regulate the shaving edges for light or stiff beards.
4. Has a magnet in the handle to pick up razor blades.

## One Good Line deserves another!

Obtainable from all Wholesalers  
or from the Sole Manufacturers:

**JAMES NEILL & CO. (Sheffield) LTD., Composite Steel Works, SHEFFIELD, 11**

# P I F C O

## ELECTRIC TORCHES IN BRILLIANT DISPLAY CARTONS FOR PROFIT BUSINESS



Carton containing twelve Pifco Fountain Pen Torches retailing at 1/6 with Battery and Bulb. A handy Torch for Business or Professional Man



Carton containing twelve Pifco Midget Torches retailing at 10½d. with battery and bulb. A very popular Torch

LIBERAL DISCOUNTS LIBERAL TERMS

Our Representative will call on you with a complete range of Pifco Flashlights in Display Cartons on receipt of a postcard

## PIFCO LIMITED

HIGH STREET, MANCHESTER or  
150 CHARING CROSS ROAD, W.C.1



# THE IMPEX CO.

## ANNOUNCE FURTHER EXPANSION

### IMPORTANT

ORGANISED FOR SERVICE WE ARE ABLE TO PRODUCE IN ANY QUANTITIES THE FOLLOWING SPECIALITIES FOR WHICH WE ARE WELL KNOWN THROUGHOUT THE WORLD.

#### " RARLEW "

SHAVING STICKS  
STYPTIC PENCILS  
ALUM BLOCKS  
(All in Bakelite Cases)  
SHAVING CREAMS  
BRILLIANTINES  
HAIR CREAMS  
SAFETY RAZOR BLADES  
and  
AUTOMATICSTROPPERS

#### " MULKOH "

PEROXIDE TOOTHPASTE  
SOLID DENTIFRICE  
LIPSTICKS  
EYEBROW PENCILS  
EYELASH COSMETIC  
ROUGE PADS  
COMPACT PADS  
NAIL WHITE  
COMPACTS, Etc.  
SIFTER POWDER BOXES  
and POWDER BOXES  
of every description

Also

The New " SIFTA JACK " BADOURA  
SIFTER BOX

THE CONTINUED INCREASING DEMAND FOR OUR PRODUCTS HAS NECESSITATED THE REMOVAL OF OUR FACTORY AND OFFICES TO LARGER AND MORE COMMODIOUS PREMISES AND THE ENTIRE REORGANISATION OF OFFICE ADMINISTRATION AND EXTERNAL REPRESENTATION FOR GREAT BRITAIN.

#### *HEAD OFFICE & ADMINISTRATION:*

**9-15 LEONARD ST.,  
CITY RD., E.C.2**

#### *FACTORY & WAREHOUSES:*

**BARTHOLOMEW SQUARE, E.C.1**

SALES ORGANISATION  
UNDER THE CONTROL OF

Mr. M. ROTE, FORMERLY OF A. FRANKS & CO. AND DHAUSSY PDR. BOX CO. LTD., IN CONJUNCTION WITH  
Mr. H. NYFIELD, M.P.S., GENERAL MANAGER AND CONSULTANT

# An OPEN LETTER to the CHEMIST

Telephone  
POLLARDS  
4481  
(4 LINES)

ESTABLISHED 1834  
**P. B. COW & CO. LTD.**

Telegrams  
PETERCOW  
ROMA LONDON  
CABLES  
PETERCOW LONDON



DIRECTORS P. B. COW L. J. COW N. COW H. TILLEY

RUBBER MANUFACTURERS

STREATHAM COMMON

LONDON

S.W.

OUR REF  
HPT/S  
YOUR REF

Dear Sir,

August 1933

"Has it occurred to you that you are the only people with pluck enough to put up the price of your Rubber Hot Water Bottles this year?"

These words were recently spoken to us as a comment on our policy in fixing a maintained selling price of 2/11d. for the Vacca Lok-Nek Hot Water Bottles.

We perhaps did not view our policy in this light, but it is a fact that when we saw prices of merchandise plunging down, down, down, we cried "halt" and firmly dissociated ourselves from what we believe to be a blind and highly dangerous parallel with what happened at Gaderene.

Has it occurred to you that lower prices have now become a threat instead of a blessing? That if manufacturers offer unstable buying conditions to the retailer, the retailer's selling conditions become correspondingly risky?

The Vacca Lok-Nek Moulded Bottle offers you a guaranteed minimum profit, and your public buys the best moulded bottle in British manufacture.

Is it not the soundest business principle in the world?

Yours sincerely,  
P. B. COW & CO. LTD.

**VACCA LOK-NEK  
HOT WATER BOTTLE**  
(TO BE ADVERTISED ON LONDON BUSES)

Made by

**P. B. COW & CO. LTD.**  
STREATHAM COMMON · LONDON · S.W.16

**Best sellers**  
The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-  
**GUARANTEED TO STAY ACCURATE**  
**CONSISTENTLY ADVERTISED**

*Made by*  
**ZEAL**  
*-the name the public knows.*  
**G. H. ZEAL, LTD.,**  
75 & 77, St. John St., London, E.C.1.

**NORVIC** Regd.

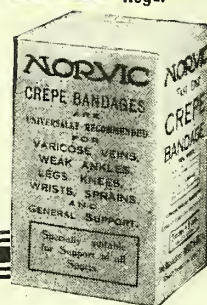
**BLUE CARTON  
CRÊPE BANDAGES**

Concentrate on "NORVIC" the QUALITY Crêpe Bandage. Protected Prices mean assured profits.

P.A.T.A. PRICES

Cost	12/-	15/3	18/3	21/3	24/3 doz.
Sell	1/6	1/11	2/5	2/8	5/- each.

Stocked by leading Wholesalers.



Sole Manufacturers:  
GROUT & CO., LTD. 35 Wood St., London, E.C.2

• **WINNING NEW CUSTOMERS  
FOR OVER FORTY YEARS!**

**MENE  
TOWELS**

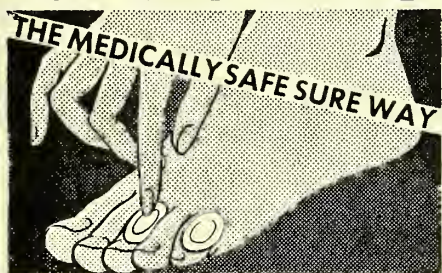
A superior quality hygiene and a great favourite with women. Also SU-CAN Soluble, for easy disposal.

From your  
Wholesale  
House, please

ROBINSON & SON, LTD., Chesterfield



# CORNS



## **Stops pain in 1 MINUTE**

Take no chances — use the one, safe, sure way that ends pain instantly, quickly removes corns and keeps you rid of them — Dr. Scholl's Zino-pads! These thin, soothing, healing, protective pads remove the cause, prevent blisters, heal sore toes overnight. Sold everywhere 1/3d.

Don't cut corns and risk blood-poisoning! With more serious troubles consult a Dr. Scholl's Foot Expert free.

**Dr. Scholl's  
Zino-pads**

*Put one on—the pain is gone!*

## **The ONLY REMEDY** *Persistently, Consistently* **ADVERTISED everywhere**

Advertising for Dr. Scholl's Zino-pads never ceases. Day in, day out, Zino-pad advertisements—always bold, strong, compelling—appear in all the leading newspapers and magazines. For 25 years Zino-pad advertising has continued, building up a name now a household word all over the world.

## *What is the* **ZINO-AUTOMATIC?**

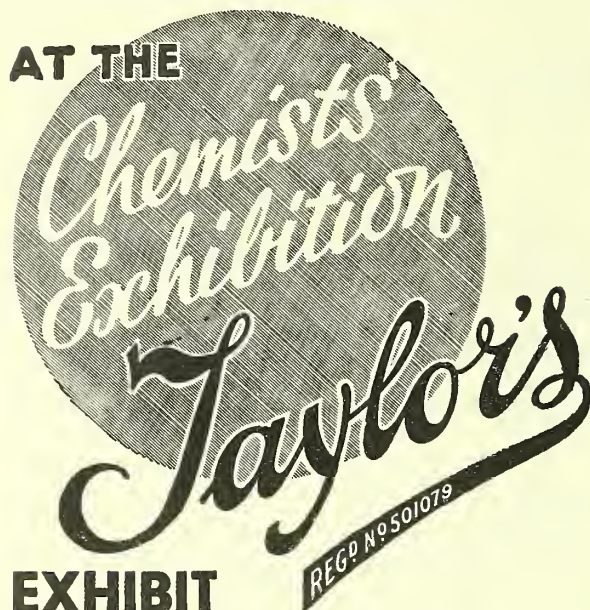
It is the very newest and latest of a series of Counter Sales Aids for the Chemist. It occupies a very small space, but does a very big job of selling. It sells Zino-pads automatically, and automatically keeps them displayed. Ask the Scholl Salesman to show you the Zino-Automatic.



# SCHOLL

THE ONLY NAME THAT SELLS FOOT REMEDIES

AT THE



EXHIBIT

## of MEDICAL AND SURGICAL PLASTERS

is for the convenience &  
interest of Chemists  
and Pharmacists, and  
orders will be accepted  
for delivery through  
the usual wholesale

channels

Stand No. 36a

**EDWARD TAYLOR, LTD.,  
MONTON**

**LANCASHIRE**

**GLASGOW, BIRMINGHAM, LONDON**

*Established 1847*

T. 38

# “SURCO”

RELIABLE

## ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

:: BODY BELTS ::  
TRUSSES :: SUNDRIES

*Write for Catalogue.*

**SURGICAL HOSIERY CO., LTD.**

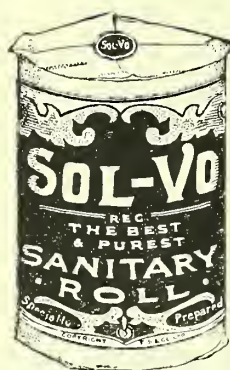
Russell Street :: NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

# SOL-VO

## SELLS ITSELF



SOL-VO gives a  
good margin of  
profit to the Chemist  
and is economical  
for the customer be-  
cause it contains  
nearly three times  
as much paper as  
the "so-called" cheap  
varieties. It pays to  
stock and display  
SOL-VO. Why not  
give it a trial?

**FORD, SHAPLAND & CO. Ltd.**

GT. TURNSTILE, HIGH HOLBORN,  
LONDON, W.C.1

Telephone: Holborn 4695.



# There is a public waiting for — the new "Millett" Atomiser!

**Trade Terms  
List less**

**33 $\frac{1}{3}$ %**

**T**HE new Millett Atomiser will not be "dead" stock. It will not stop on your shelves for months. It has been designed after careful and patient study, to fulfil a definite need. Special features have been incorporated in the Millett Atomisers for the first time—and no other atomiser possesses these advantages. It has gained the approval of the Medical Profession who realise its worth and who will use and recommend it. There is profit in the Millett Atomiser for you and a quick turnover. Sound advertising will cause people to ask not for an atomiser, but a Millett Atomiser; prepare your stocks for the demand. Below is a summary of the special features, read them, prove yourself the advantages of the Millett Atomiser, and then start to sell.

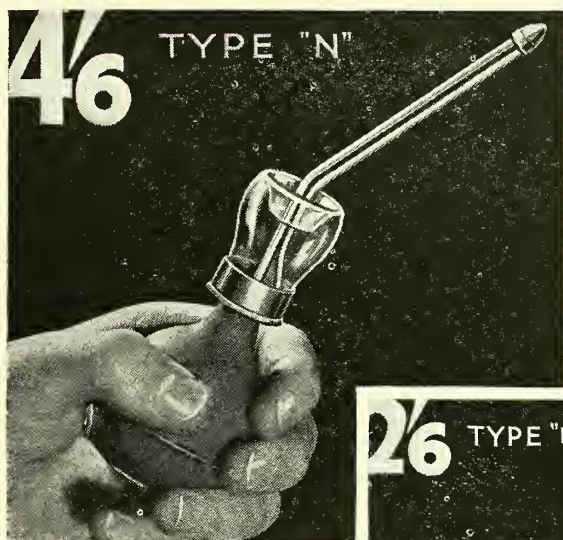
The most important features are its one-handed operation and that it is unspillable. The former leaves one hand free for use whilst the advantages of the latter are sufficiently obvious to require no comment. The fluid is carried in a liberal glass bulb, and atomisation is as complete for the heavy viscid oil as the more volatile aqueous solutions. Any Millett model is as efficient as the more expensive types on the market. All metal parts are chromium plated and only the best rubber and glass is used.

The two models illustrated fulfil all the requirements demanded from an atomiser.

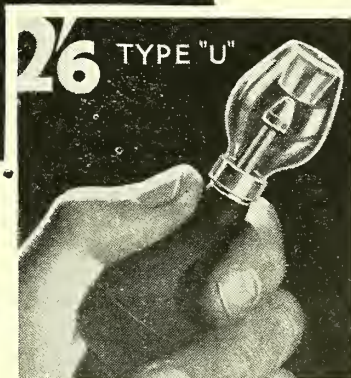
MODEL "N" is specially designed for treatment of the nose and throat. Is cleaned by unscrewing the glass vessel from the base, which allows the whole Atomiser to be easily sterilised.

MODEL "U" is for more general and nasal use.

On account of the construction of all Millett Atomisers, it is only necessary to put into the atomiser the exact dose required.



**THE  
"MILLETT"  
ATOMISER**  
BRITISH MADE



**Atomisers**  
LIMITED

*Proprietors of the Millett Atomiser Patents  
Makers of fine Sprayers and Atomisers*

13 GREAT PULTENEY ST., LONDON, W.1  
Telephone - - - - GERRARD 1054

*Sole Midland Agents:*  
SOUTHALL BROS., &  
BARCLAY LTD.

*Stockists:*  
BROOKS  
& Warburton LTD.  
MAY,  
ROBERTS & CO., LTD.

**YOU WANT EXTRA SALES  
GOOD PROFIT  
VERY WELL—TELL EACH CUSTOMER  
ABOUT VIGGORMALT AND PUT  
AN EXTRA **1'2'6 5'6 or 8'****

INTO YOUR TILL with certainty of REPEATS  
YOU MERELY TELL HER SHE CAN EASILY MAKE

**PURE BEER**  
FOR **1<sup>D</sup>** PER **ALE or**  
**PINT STOUT**



FROM **VIGGORMALT**  
THE PURE TRIPLE-STRENGTH EXTRACT of  
RICH MALT and CHOICE HOPS ONLY  
(NO ADULTERATION or ADDED COLOURING)

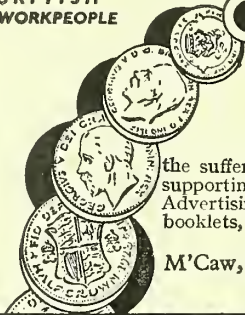
*Simply Add  
Cold Water*

**YEAST**  
SUPPLIED FREE  
WITH EACH TIN

LIBERAL DISCOUNTS—CARRIAGE PAID  
WRITE FOR TERMS AND DISPLAY MATERIAL TO:—  
**FASSETT & JOHNSON, LTD.**  
86 CLERKENWELL ROAD, LONDON, E.C.1  
Sole Manufacturers—VIGGORMALT LTD., Hove, Sussex

**There's money  
for you in  
every tube**

"SECCOTINE"  
IS MADE BY  
BRITISH  
WORKPEOPLE

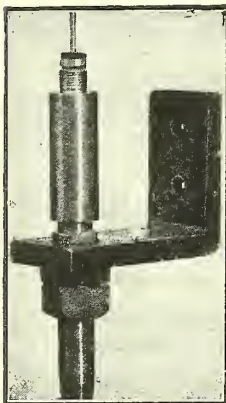


Don't throw away good money by failing to stock, display and sell "Seccotine." Cheap substitutes never give satisfaction and you are the sufferer in the end. We are supporting you with National Advertising and will send you booklets, cut-outs, etc., FREE.

Sole Proprietors:  
**M'Caw, Stevenson & Orr, Ltd.**  
Belfast.

**SECCOTINE**

The World's Strongest Adhesive **REGD.**



## SPRINKLER BOTTLES

### Automatic Rinsing

Can be connected to the town's water supply by metal or india rubber hose pipe.

By merely passing the mouth of the bottle over the jet and pressing the bottle downwards water is automatically sprayed into the bottle. The water completely drains away from the bottle as it is withdrawn.

Further particulars may be obtained from the makers:—

**The THOMAS HILL  
Engineering Co. (HULL), Ltd.**  
9 PARK LANE, STEPNEY, HULL

## NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

**OSCAR SCRUTON & Co., YORK**

*Buy direct  
from the Makers*

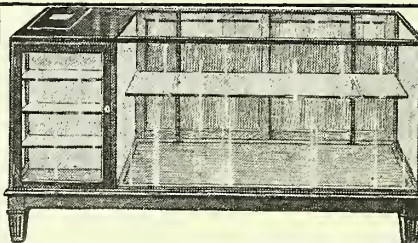
SCINTILLATING SIGN SERVICE  
68a COLEBROOKE ROW,  
ISLINGTON, N.1

All Types of Chemists'  
Signs. Illuminated  
and Non-illuminated

PRICES ON APPLICATION

## The Ideal Chemist's Counter

No. C.D.F. 5191  
A new type of  
**COMBINED  
DISPLAY  
COUNTER**  
with Showcase  
and Cash Till. Con-  
structed of Oak or



Mahogany framing. 6 ft. long x 2 ft. wide x 3 ft. high. Top, front and end 1/2 in. drawn plate glass. The display section is 4 ft. 4 in. long with panelled back doors enclosing 1 glass shelf. The interior is mirrored glass one end. At side is fitted a reliable cash till with showcase. Front as shown. The showcase is 18 ins. wide and fitted with 3 glass shelves each 4 ins. deep. The case is mirror-lined at back and door is fitted lock.

£15.0.0 each

Deferred Payment Terms.—12 equal monthly payments of 26/3  
Full List of Showcases No. CD 1400 free on request.  
**DUDLEY & COMPANY, LIMITED, 451 Falloway Road, London, N.17**  
City Showroom: 65 Fore Street, E.C.



**CHEMIST**



# This Chemist proved Lactogen is the Better Milk for Baby



"Dear Sirs,—I understand from Mrs. Wright of Harrogate Road, that you are to publish the photograph of her baby. Having supplied Lactogen to Mrs. Wright and weighed her child, may I testify to the healthy result of your perfectly balanced food. This beautiful child's happy disposition is ample evidence that all is well with her digestion. Congratulations!  
Yours faithfully, (Signed) REGINALD T. WALSH, M.P.S."

As a result of the balanced nutriment Lactogen provides, Baby develops healthily. Even the most delicate babies thrive on Lactogen. Flesh forms firmly, bone is dense, nerves are steady. The foundations of a robust constitution are laid. Lactogen, which is packed in hermetically sealed tins, is pure, fresh, full-cream milk from specially selected English herds, modified by the addition of extra cream and natural milk sugar, then dried. When the requisite boiled water is added, Lactogen is in all important respects exactly like breast milk.  
The very best advice you can give Mothers, is "Put Baby on Lactogen."

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. A280A) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, E.C.3.

**LACTOGEN**  
REGD. TRADE MARK  
BETTER MILK  
FOR BABIES

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

**2/9 PER TIN**  
**P.A.T.A.**

Copyright

## DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades :—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or powdered form.

## YEAST TABLETS

In Bottle or Bulk

- (1) Live—or fermenting.
- (2) Silent—or non-fermenting.

## DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

Samples and prices may be obtained from :—

THE  
**DISTILLERS COMPANY LTD.,**  
12 TORPHICHEN ST., EDINBURGH

or :—

**THE UNITED YEAST COMPANY LTD.**  
LONDON, BRISTOL, BIRMINGHAM,  
MANCHESTER, LEEDS & NEWCASTLE

## LOSALL'S SALT

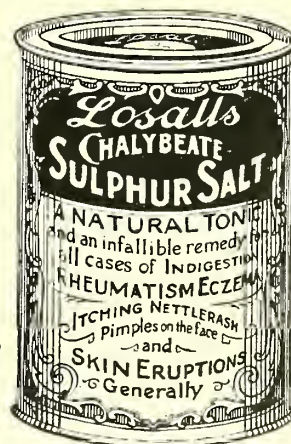
Sells freely and readily. **PAYS 50% ON OUTLAY**

An infallible remedy for

**GOUT,  
RHEUMATISM,  
ECZEMA  
and SKIN  
AFFECTIONS.**

**P.A.T.A.**

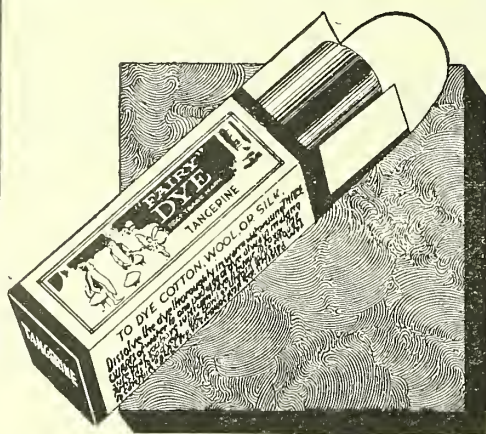
4 oz. tins 1/-  
8/- doz. net  
8 oz. tins 1/9  
14/- doz. net  
Bottles 2/-  
16/- doz. net



Attractive advertising matter supplied on application  
**SOLD EVERYWHERE**

Manufactured by  
**LOFTHOUSE & SALTMER, Ltd.**  
HULL





**LONDON DEPOT:**  
292 UPPER STREET, ISLINGTON, N.1

**FAIRY DYES, LTD., GLASGOW, N.W.**

***Fairy Dyes***

# It pays to Concentrate on Advertised goods

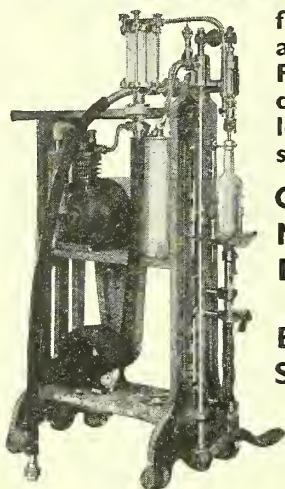
## FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

## ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

**Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing**

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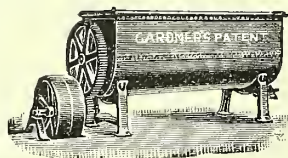
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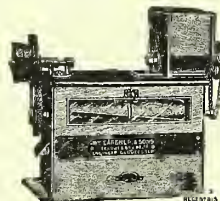
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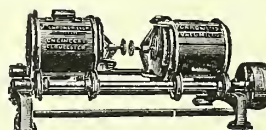
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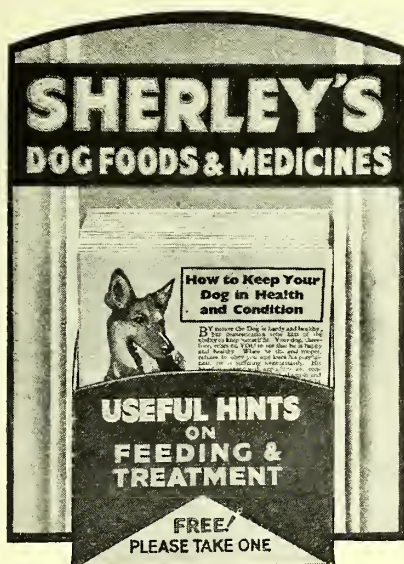
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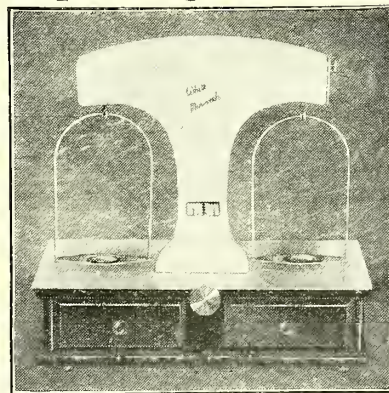
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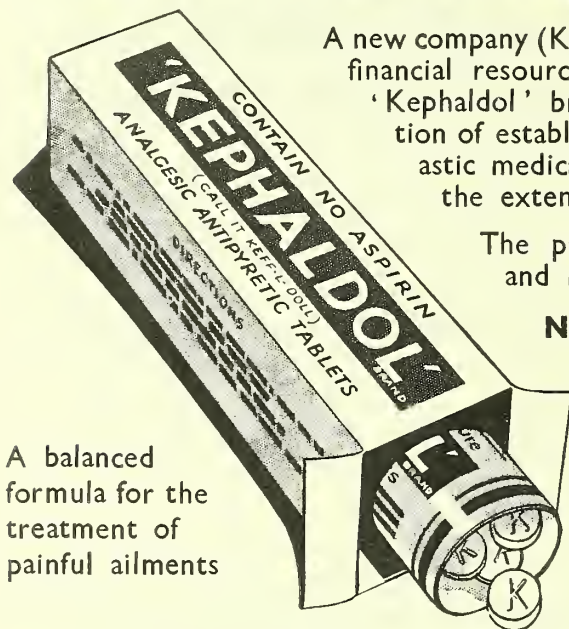
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# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

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VOL. 119. NO. 2797

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## News of the Week

### Exemptions from Key Industry Duty

The question of the renewal of the Safeguarding of Industries (Exemption) No. 1 Order, 1932, No. 2 Order, 1932, No. 1 Order, 1933, and No. 2 Order, 1933, made under Section 10 (5) of the Finance Act, 1926, is now under consideration by the Board of Trade. The articles covered by these Orders, which exempt them from duty until December 31, 1933, are:—

Acid adipinic; acid isobutyl allyl barbituric; acid carbolic (synthetic) [phenol (synthetic); benzo-phenol (synthetic)]; acid oxalic; acid propionic; amidopyrin (pyramidon); dimethylamidoantipyrine; ammonium perchlorate; amorphous carbon electrodes over 3 ft. long, the cross-section of which exceeds 12 in. in both length and breadth with longitudinal slots exceeding 2 in. in width and 4 in. in depth; barbitone (veronal); malonal; malourea; acid diethylbarbituric; diethylmalonylurea; hypnogen; deba; bromural (dormigene); butyl methyl adipate; calcium gluconate (calcium glyconate); celtium oxide; chinoline (quinoline); chinosol; cocaine, crude; dial (acid diallyl barbituric); dicyandiamide; didial (ethyl morphine diallyl barbiturate); dimethyl sulphate; diphenyl; diphenyl oxide; dysprosium oxide; elbon (cinnamoyl para oxyphenyl urea); erbium oxide; ethyl abietate; ethyl cellulose; ethylene bromide; eukodal; europium oxide; furfural; gadolinium oxide; germanium oxide; glycol ethers; guaiacol carbonate (duotal); holmium oxide; integrators (planimeter type); R. lead acetate; lead tetraethyl; lipiodin; lutecium oxide; mercury vapour rectifiers having mercury cathodes; metaldehyde; methyl cellulose; methyl cyclohexanol methyl adipate; methyl sulphonol (diethylsulphonemethylethylmethane; trional); methylene chloride; neodymium oxide; nickel hydroxide; oxymethyl paraoxyphenyl benzylamine methyl sulphate; papaverine; phenazone (antipyrine); phenyl dimethylpyrazolone; analgesin; anodynine; dimethyl oxychinizin; phenetidine, para-phloroglucine; photogravure screens (both rulings on one plate) exceeding 40 in. in length; phytyl; piperazine (diethylene-diamine; dispermin); plani-

meters; R. potassium chlorate; potassium ethylxanthogenate (potassium xanthogenate); potassium guaiacol sulphate (thiocol); R. potassium hydroxide (R. potassium caustic; R. potassium hydrate); R. potassium permanganate; praseodymium oxide; pyramidon-veronal; quinine ethyl-carbonate; radium compounds; salol (phenyl salicylate); samarium oxide; scandium compounds; sodium ethyl methyl butyl barbiturate; strontium carbonate; strontium nitrate; styralcol (guaiacol cinnamate); sulphonal; synthalin; terbium oxide; thulium oxide; urea (carbamide); vanadium-silica compounds specially prepared for use as catalysts for sulphuric acid manufacture; ytterbium oxide; yttrium oxide.

Any communication should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, on or before October 13, 1933.

### U.K. Dyestuffs Industry

The report of recommendations of the Import Duties Advisory Committee on the Dyestuffs (Import Regulation) Act, 1920, has been published; copies of the report may be obtained from H.M. Stationery Office, price two-pence. The chief recommendations are as follows:—That the general policy of the Dyestuffs Act should be continued; that in all cases where the import of dyestuffs (not including intermediates) is permitted under licence the goods should not be chargeable with the general *ad valorem* duty under the Import Duties Act, 1932, except in cases where the imported products are to be used for purposes other than the dyestuffs industry. The Committee point out that such goods are liable to duty under the Key Industries Act. The Committee also recommend that such products as lake pigments, artists' colours, printing inks, coloured pencils, &c., should no longer be controlled, as regards importation, by the Dyestuffs Act, but that they should be dealt with under

the Import Duties Act. The Committee also recommend that the dyestuffs development committee should be enlarged so as to include representatives of the textiles industry, the heavy chemical industry and the department of Scientific and Industrial Research. The report is to be presented to Parliament, and a decision will have to be made before December 31 next, when the present life of the Dyestuffs Act is due to expire.

### Strength of Spirit Ascertainment Regulations

(From "The London Gazette," September 8, 1933)

THE STRENGTH OF SPIRITS ASCERTAINMENT REGULATIONS, 1933, DATED AUGUST 31, 1933, MADE BY THE COMMISSIONERS OF CUSTOMS AND EXCISE UNDER SECTION 4 OF THE FINANCE ACT, 1907 (7 EDW. 7. C. 13).

The Commissioners of Customs and Excise in pursuance of Section 4 of the Finance Act, 1907, and paragraph 11 of the Excise Transfer Order, 1909, hereby make the following Regulations:—

1.—(1) The following means may be used for the purpose of ascertaining the strength of spirits:—

The specific gravity of the spirits shall be determined and the strength of the spirits shall be taken to be the percentage of proof spirit corresponding in the deposited Tables to the specific gravity of the spirits as so determined.

For the purpose of the foregoing provision:—

The expression "specific gravity" means the ratio between the weight of a given volume of the spirits at a temperature of eighty degrees Fahrenheit and the weight of an equal volume of water at the same temperature; and

The expression "the deposited Tables" means certain Tables entitled "Tables showing the relation between the specific Gravity of Spirits at 80° Fahrenheit, the corresponding Percentage of Proof Spirit and the Percentage of Alcohol by Weight," a copy of which has been signed by the Chairman of the Commissioners of Customs and Excise and deposited in the Office of the King's Remembrancer.

(2) Where the specific gravity of any spirits determined as aforesaid falls between any two consecutive numbers appearing in column I of the Tables an amount bearing the same proportion to the difference between the two numbers in column II corresponding to the two said numbers in column I, as the difference between the said specific gravity so determined and the lesser of the said two numbers in column I bears to the difference between the said two numbers in column I shall be deducted from the greater of the said two numbers in column II and the amount so determined shall be deemed to be the strength of the spirits.

2. These Regulations shall come into force on the eleventh day of September, 1933, and may be cited as the Strength of Spirits Ascertainment Regulations, 1933.

Signed by Order of the Commissioners of Customs and Excise.

(Sd.) C. B. GRYLLS,

Secretary for the Customs and Excise.

Custom House, London, E.C.3.

August 31, 1933.

[The tables are now obtainable at the Stationery Office, price 2s. 6d.]

### Manchester

There are now three pharmacists in Moss Side, Manchester, who give an "all night service" and advertise it.

Mr. J. H. Franklin, Ph.C., has received many congratulations on being chosen as a representative of the Pharmaceutical Society on the Poisons Board.

### Sheffield

The new National Insurance Formulary will not come into operation locally on October 1, but at a later date to be decided upon by the Insurance Committee.

Complaints have been received from chemists that large bottles of medicine are ordered for Public Assist-

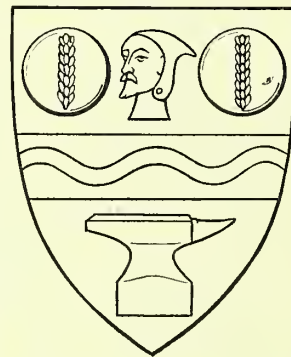
ance patients. An instruction was given in December 1930 that only on rare occasions were 8-oz. bottles to be exceeded, and medical officers have recently been reminded of this restriction.

### Miscellaneous

CHALLENGE CUP CONTEST.—We are officially informed that the date of the contest for the silver challenge cup presented at Cardiff by Francis Newbery & Sons, Ltd. (C. & D., September 9, p. 336), has been altered to October 4.

DANGEROUS DRUGS ACT, 1932.—As already reported in THE CHEMIST AND DRUGGIST (June 17, p. 635), the Dangerous Drugs Act, 1932, "permits of the application . . . of Part III of the Dangerous Drugs Act, 1920, with modifications, to methyilmorphine (codeine), ethylmorphine (dionine) and their respective salts, in order to comply with the requirements of the Convention of 1931, which will apply control to the wholesale trade in these drugs." Inquiries have been made as to the position of dispensing chemists when Regulations are issued, as may shortly be the case, to effect compliance with the requirements of the Convention. The words quoted imply that the dispensing of preparations containing these substances will not be affected by the proposed Regulations. The point of the Convention resolutions was the international regulation of wholesale transactions in these drugs.

DARTFORD'S CHARTER.—On September 13 the town of Dartford, Kent, became a borough. Among its chief industries to-day are engineering, milling, paper-making and the manufacture of chemical and pharmaceutical preparations at the Wellcome Chemical Works of Burroughs Wellcome & Co., which were established in 1889. The growth of the Wellcome Chemical Works has been of material benefit to Dartford. The position in the fine chemical industry attained before and during the war has been more than retained during these ensuing years of peace; and the coat of arms granted to Dartford by the College of Arms under the Royal Charter indicates the industries for which the borough is famous. Engineering is typified by a golden anvil, paper-making by a jester in his "foolscap," milling by ears of wheat charged on two golden rondels which, as the College of Heraldry puts it, are as near to the familiar tabloid products of the Wellcome Chemical Works as heraldry permits.



### Scottish Notes

#### Brevities

J. Hewitt & Co., chemists, have opened a pharmacy at Brisbane Road, Largs.

Among the newly appointed justices of the peace for Lanarkshire are two pharmacists, Mr. A. W. Hendry, Blantyre, and Mr. J. Lohar, Hamilton.

At a trades exhibition which has just been successfully held in the Kittybrewster Hall, Aberdeen, the stallholders included Mr. R. S. Miller, chemist and druggist.

#### Glasgow

An outbreak of malicious poisoning of dogs is reported in residential areas in Glasgow: it is stated that strychnine is the poison used.

At Glasgow Sheriff Court, on September 6, Robert McAdam was fined £15 for having practised, or offered to practise, dentistry, he being an unregistered person.



## Irish Notes

### Brevities

In the Portadown window-dressing competitions the Clow cup for the best chemist's display was awarded to Mr. A. L. Martin, Ph.C., Market Street, with Mr. John Sandford, Ph.C., High Street, second.

Nominations for the annual elections to the Council of the Pharmaceutical Society of Northern Ireland will be received up to noon on September 18. This year there are four pharmacists and two registered druggists to be elected, and it is thought that all the retiring members will offer themselves for a further period of service. The pharmacists are Messrs. R. I. Edwards (president), A. C. McBride, J. C. Culbert and W. S. Taylor. The druggists are Messrs. S. Gibson and W. Martin.

At a meeting of Antrim County Council on September 5 licences for the sale of agricultural and horticultural poisons under the Poisons and Pharmacy Act were granted to the following:—A. M. Buller, Cloughmills; East Antrim Co-operative Agricultural Society, Larne; E. F. McCambridge, Ballycastle; A. & R. W. Turner, Cloughmills; S. Green, Aghalee; Owen McAuley, Waterfoot; W. G. Hagan, Lisburn; T. Carson, Larne; Patrick McKeever, Drumbare, Cloughmills; A. McAllister, Cushendall; James Kenny, Portglenone.

### Belfast

The result of the third photographic competition organised by the "Belfast News-Letter," in conjunction with the Photographic Dealers' Association, was published on September 8. The judges reported a definite improvement in the quality of the work submitted compared with the two previous competitions, and it was evident that the published criticisms of the previous work had had effect. A few otherwise excellent photographs had to be disqualified for not conforming to the rule with regard to glossy surface, and the judges commented upon the lack of taste in some of the trimming.

The local Fairchild awards were reported to the Belfast Technical Instruction Committee on September 7. The Fairchild Scholarship (value £60), which has only once before (in 1906) been awarded to a student from Ireland, has now been won by Mr. J. M. Patterson, Belfast. Mr. James A. Beardall, Mr. C. J. Collins, and Mr. C. C. B. Solomon receive prizes of £5 each. Mr. Alexander Best has won the gold medal in Part I of the Licence examination of the Pharmaceutical Society of Northern Ireland. Mr. James L. Kingcross receives a book prize in pharmacy. Mr. Scott P. Linton has won a special book prize in pharmacy (Final examination of the Pharmaceutical Society of Northern Ireland). It was also reported that Mr. Arndell, Assistant Lecturer in Chemistry at the College, has obtained the degree of B.Sc. of the University of London.

# Topical Reflections

By Xrayser

Sir F. G. Hopkins

has provided the world, in his presidential address to the British Association, with what is surely the very latest information about the existing state of biochemical knowledge (*C. & D.*, September 9, p. 341). His references to speculations concerning the origin of life serve as an attractive introduction to his claim that a description of its chemical aspects must contribute to any adequate description of life, and his explanation of the chemical reactions involved in metabolic processes are full of interest. What follows concerning the living cell stimulates one's imagination and calls for repeated perusal, while the remarks on hormones and vitamins bring us into the closest possible touch with the outcome of the most recent researches. And so we are brought in the end to something of personal application to each one of us. A balanced dietary is unquestionably the most valuable thing to which anyone can attain, as being essential to the maintenance of perfect health; and what you publish under this heading will repay anyone who needs guidance regarding the importance of vitamins in nutrition, and the necessity of maintaining a proper balance among the mineral constituents of ordinary foods. The address as a whole was worthy of the distinguished man who delivered it.

### A Special Meeting

of the Council of the Pharmaceutical Society in early September seems to betoken the existence of some little anxiety to get a grip of the situation, and to lose no time in making any necessary arrangements to facilitate the smooth working of the Pharmacy and Poisons Act when its provisions which affect the Society's organisation come into operation. But the only report available of what business was transacted at the special meeting to which you direct attention (p. 343) conveys no information on various points concerning which I, in common with many others, am afflicted with a not unnatural curiosity. Assuming it to be correct that every living person whose name is included in the Registers of Chemists and Druggists and Pharmaceutical Chemists on December 31 must automatically become a member of the Pharmaceutical Society, if not already a

member, and remain such until a registration retention fee has been demanded, one would like to know what steps are being taken to amend the by-laws which govern the payment of annual subscriptions, henceforth to be converted into retention fees, and how much the annual fee is likely to be. It is not surprising to find that the National Pharmaceutical Union has views on this subject, but what about those duly qualified pharmacists who are, by its present constitution, excluded from membership of that body? It will soon be evident that all registered pharmacists, whether engaged in retail business or practising elsewhere, may need to be attached to some recognised representative body which can take steps to safeguard their interests when required. But where is the appropriate association to which assistants can belong, and what of those pharmacists who neither need nor care to pay any retention fee for continued registration?

### Labelled Drawers in Pharmacies

have long been, to a considerable extent, utilised as containers for articles which may not have the remotest connection with the names on the labels, and there is much force in the suggestion made in your columns last week (p. 357) that provision should be made in our shop fittings for packages of which it is necessary for us to keep stock because of the marked changes that have taken place in our retail business. Chemists' fittings as a whole, such as it was customary to have fixed a generation ago, seem now to be out of date, and I fail to see how room can be spared except in the most extensive premises for nests of drawers, rows of shop rounds, and other antique paraphernalia of the kind that old-time pharmacies harboured. What is needed nowadays would seem to be well-planned fittings, conveniently arranged so as to shelter and yet leave readily accessible the multitude of different-shaped and different-sized packages in which our customers now expect to receive most things they purchase from us. Possibly a model chemist's shop, with such fittings as I have endeavoured to picture, may already have been planned. If not, it would be interesting to see what could be done in that direction.

## Legal Reports

**Sale of Unstamped Medicines.**—At Thames Police Court, London, on September 8, Samuel Oskotsky, wholesale perfumery merchant, Commercial Road, E., was summoned for having sold a dozen packets of Yeast-Vite tablets which did not bear the necessary stamps. Mr. Pocock appeared for the prosecution. The defendant did not appear, but sent his son. Mr. Pocock said that the defendant sold the packets to a confectioner and tobacconist, and they were subsequently found to be not properly stamped. The defendant held a licence to sell patent medicines. The Magistrate: If you put on the packet that no proprietary rights are claimed, you get out of it, don't you? Mr. Pocock: That is so. Evidence of purchase having been given, his worship drew attention to the fact that a statement, "No proprietary rights are claimed for this preparation" was printed on the packet. "This is becoming complicated," he said. "It is a pity this firm is not represented here." Turning to the defendant's son, he remarked, "Why don't you take my advice? Tell your father the magistrate suggests that Yeast-Vite might like to be represented." The son agreed to do this. The case was adjourned.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office

**F. MITCHELL (CHEMISTS), LTD. (P.C.).**—Capital £2,500. Objects: To carry on the business of chemists, druggists, perfumers, etc. R.O.: 55 Darley Street, Bradford.

**FLUGOSAN, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of patent medicine manufacturers, and vendors, chemists, druggists, etc. R.O.: 6A Tudor Street, E.C.4.

**DORLAND HOUSE PHARMACY, LTD. (P.C.).**—Capital £5,000. Objects: To acquire the business of chemists, druggists, etc. Solicitors: Elwell & Binford Hole, 65 Coleman Street, E.C.2.

**SPRAKAR PRODUCTS, LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of manufacturers of and dealers in the disinfectant known as "Sprakar" carried on by John Gadd (Colour and Chemical Agencies), Ltd., at 126 Bishopsgate, E.C., together with the benefit of the trade mark "Sprakar."

**MAIURI REFRIGERATION PATENTS, LTD. (P.C.).**—Capital £1,000. Objects: To acquire interests in patents, brevets d'invention, licences, concessions and the like and to carry on the business of manufacturers and suppliers of and dealers in solid carbon dioxide and any other products, etc. R.O.: Bush House, Aldwych, W.C.2.

**CATALYSTS, LTD. (P.C.).**—Capital £10,000. Objects: To enter into an agreement with Edwd. R. W. de Mahler, Constantine Imeretinsky and James Swinburne, to acquire, develop and deal with inventions and other matters relating to catalysts, hydrogenation of coal and other substances, carbonisation and similar processes, and to carry on the business of chemists, metallurgists, etc. Solicitors: Thicknesse & Hull, 5 Little College Street, Westminster, S.W.1.

**BURTOL BRITISH PATENTS, LTD. (P.C.).**—Capital £39,000. Objects: To acquire the trade mark "Burtol" and the goodwill connected with the business concerned in the goods for which the same has been registered, to adopt an agreement with C. E. Ross and T. E. Perks and others; to carry on the business of a marketing organisation for specialities and novelties of every description, and as dyers, chemists, manufacturers of and dealers in chemicals and oils, etc. R.O.: 25 Denmark Street, W.C.2.

**SANGERS, LTD.**—Notices have been issued to the shareholders that an extraordinary general meeting will be held at the Holborn Restaurant, London, W.C.2, on Wednesday, October 4 next, at noon, when the under-mentioned resolution and special resolutions will be proposed. Resolution: That the capital of the company be increased to £1,040,000 by the creation of 360,000 5½ per cent. cumulative preference shares of £1 each and 720,000 ordinary shares of five shillings each. Special Resolutions: (1) That the 250,000 issued cumulative preference shares of the company be henceforth called and known as 7½ per cent. cumulative preference shares and that the respective classes of shares of the company henceforth confer upon the holders thereof the respective rights to share in the profits and assets of the company set out in the next following resolution. (2) That the Articles of Association of the company be altered in manner to conform to the new share capital, etc. A separate meeting of holders of the cumulative preference shares in the company will be held following the extraordinary general meeting of the shareholders, when the following resolution will be proposed: That this separate general meeting of the holders of the cumulative preference shares hereby consents to the alterations to the rights attached to such shares sought to be effected by the proposed resolutions contained in the notice of the extraordinary general meeting of the company produced to this meeting and for the purposes of identification signed by the chairman thereof. In a letter accompanying the notices to shareholders the company state: An agreement has been entered into for the acquisition of the well-known business of May, Roberts & Company, Ltd. The purchase money is payable in 5½ per cent. preference shares, ordinary shares, and the balance in cash, and in order to carry out the transaction it is necessary to increase the capital of the company to £1,040,000. Arrangements have been made for an offer for sale early next month of a sufficient number of these preference and ordinary shares to enable this transaction to be carried out and provide any further working capital that in the opinion of your directors is required. Shareholders on the register at the date the offer is made will be given preferential consideration.

### Private Arrangement

**John Samuel Bodsworth, 4 Claremont Road, West Byfleet, chemist and druggist.**—A meeting of the creditors was held recently at the offices of J. B. Rapkins & Sons, Guildford, when a statement of affairs was submitted which disclosed liabilities of £428 4s. 4d., all due to unsecured creditors. The assets comprised stock and utensils, £92 10s., and book debts estimated to realise £7 10s., making total assets of £100, from which had to be deducted £39 12s. 11d. for preferential claims, leaving net assets of £60 7s. 11d., or a deficiency of £367 17s. 3d. The drawings had been about £3 per week. The present position was attributed to heavy rental, lack of capital, shortage of stock. Recently several creditors had commenced proceedings, and in order to protect the assets a deed of assignment had been executed in favour of Mr. Rapkins as trustee. No offer of a composition was submitted, and it was resolved to confirm the deed of assignment already executed. A committee of inspection was also appointed.

## Gazette

### Partnerships Dissolved

**CHADWICK, M. B., and HADFIELD, J. H., 189 Manchester Road, Mossley, Lancaster, chemists and druggists.**

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

**WHITING, H. S., 58 and 142 Victoria Dock Road, West Ham, drug-store proprietor, under the style of Stewart & Burns.**



## Association Meetings

**Belfast.**—The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held in Belfast on September 5, the president (Mr. S. J. Hudson) in the chair. There was a good attendance. A letter from the Ministry of Labour was read intimating that the term of office of the existing committees, including the Medical Benefit Council, expires on September 30. With regard to the Medical Benefit Council, three persons are appointed by the Minister of Labour after consultation with a body representative of chemists. The existing three members of the Council representing chemists are Messrs. J. C. Culbert and W. J. Hardy (Belfast), and Mr. J. Maxwell (London-derry). The Minister requested the U.R.D.T.A. to furnish the names of those persons whom it was desired that the Minister should consider when making the appointments. It was unanimously agreed, in view of their very valuable services, that the names of the three gentlemen mentioned should be submitted to the Minister for reappointment. The secretary was directed to advise the Derry Association of this recommendation, and to express the earnest hope that Mr. Maxwell will have so completely recovered from his recent illness that his assistance will again be available. With regard to Local Pharmaceutical Committees, following a consultation between representatives of the U.R.D.T.A. and the Ministry it was arranged that it would be preferable to have one General Committee representing the whole of Northern Ireland to function from October 1 next, instead of six Local Pharmaceutical Committees as hitherto. The Executive Committee endorsed this arrangement. A meeting of all the chemists on the Ministry's list will accordingly be held, in compliance with the Regulations, in the Grand Central Hotel, Belfast, on September 20, to elect this General Committee, which will be called the Local Pharmaceutical Committee. The Ministry also intimated that it was not considered practicable to make any change in the constitution of the other Service Committees. Letters received concerning the tuberculosis dispensing scheme and the incorporation of the Association were referred to the subcommittees dealing with these matters, and various price alterations were passed.

**Portsmouth.**—The twenty-fifth annual meeting of the Portsmouth Pharmacists' Association was held at the Southsea Club on September 6. In the unavoidable absence of the president (Mr. J. W. Rogers), the vice-president (Mr. F. Hemming) occupied the chair. Eight new members were elected. The treasurer (Mr. G. W. Darling) dealt with the balance sheet, which showed a balance in hand of £8 18s., in addition to a sum of £67 10s. deposited with a building society. The secretary in his report stated that the work done by the Association was satisfactory. It was also reported that a strong committee had been formed in connection with the local branch of the Photographic Dealers' Association, with Councillor W. J. Lewis as chairman. The following appointments were made:—*President*, Mr. F. Hemming; *Vice-President*, Mr. W. Murray; *Treasurer*, Mr. G. W. Darling; *Secretary*, Mr. F. H. Ruoff; these, with Messrs. W. L. Egerton, W. R. Atterley, W. A. Bonn, W. N. Burke, C. Fry, A. W. Goddard, H. A. Avery, E. D. Lewis, to form the *General Committee*. The auditors were re-elected. A former president, Mr. A. B. Sparrow of Purley, attended and presented the Association with a chairman's gavel suitably inscribed. The secretary was re-elected to represent the Association in the Portsmouth Chamber of Commerce, and also as local representative of the Proprietary Articles Trade Association. Donations as follows were made:—Pharmaceutical Society's Benevolent Fund, £5 5s.; Orphan Fund, £2 2s.; Chamber of Commerce and Early Closing Association, £1 1s. each. It was unanimously agreed that in future the local Association should be known as "The Portsmouth Chemists' Association." At the conclusion of the meeting the new president entertained the members to tea.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

### ENGLAND AND WALES

#### Revised List of Appliances

The National Health Insurance (Medical Benefit) Regulations, 1933, dated August 24 (S. R. & O., 1933, No. 834: Stationery Office, 1d.), include the following Schedule in substitution for the Second Schedule to the principal Regulations:—

#### SECOND SCHEDULE

##### List of Appliances

Adhesive plaster, Spread, as described in the Drug Tariff for the time being in force.	Droppers, when required for the proper administration of any drug forming part of medical benefit.
Bandages:	Eye baths.
Calico.	Gauzes, Surgical, medicated and unmedicated.
Crepe.	Gauze and cotton wool tissue.
Domelle.	Hypodermic Needles { for self-
Elastic-web.	Hypodermic Syringes { adminis-
Elastic Adhesive.	tration of
Flannel.	Insulin.
India-rubber.	Ice bags:
Muslin.	Check sheeting.
Open-weave.	India-rubber.
Plaster of Paris.	Lints, Surgical, medicated and un-
Suspensory, Cotton.	medicated.
Triangular.	Pessaries, King.
Zinc Paste.	Protectives:
Brushes, when required for the proper administration of any drug forming part of medical benefit.	Gutta percha tissue.
Catheters, Urethral, and lubricant for use therewith.	Jaconet.
Gum-elastic.	Oiled cambric.
Soft rubber.	Oiled paper.
Cellulose Tissue.	Oiled silk.
Cellulose Wadding.	Sphagnum Moss.
Cotton Woods, Absorbent:	Splints.
Boric.	Tampons.
Unmedicated.	Tows:
	Carbolised.
	Unmedicated.

Other clauses of the Regulations prescribe certain administrative changes in the working of the National Health Insurance Acts. A new Schedule of Appliances for Scotland was printed in our issue of August 26 (p. 305).

### Local Reports

**Montgomeryshire.**—At a recent meeting of the Montgomeryshire Insurance Committee, the Pharmaceutical Service Subcommittee reported that five prescriptions had been tested, and two were found unsatisfactory. It was decided to censure and warn the two chemists concerned.

**North of England Prescriptions Committee.**—The report of the North of England Joint Insurance Prescriptions Committee, presented at Northallerton on September 9, shows that the number of prescriptions dealt with by the Committee during the past year was 2,037,741, compared with 1,705,702 during the previous year. In the North Riding the number of prescriptions was 106,635, compared with 91,977 during the previous year. The average cost per person was 11.5d., against 9.7d. in 1932. The number of prescriptions issued between January 1 and May 31, 1933, was as follows:—Cumberland, 2,735; Durham, 21,446; Gateshead, 6,219; Kingston-upon-Hull, 12,624; Middlesbrough, 1,435; North Riding, 2,368; Northumberland, 11,055; South Shields, 4,789; Tynemouth, 8,296; West Hartlepool, 2,758.

**Sheffield.**—A recent dispensing test case showed an error of 9.3 per cent. in ferrous sulphate and 14.2 per cent. in magnesium sulphate. The chemist concerned did not appear before the Joint Services Subcommittee, and it was recommended that a deduction of £1 1s. be made. On a vote being taken, the matter was referred back for further consideration. The Minister of Health has written to the Insurance Committee saying that on the information before the Department advances on account of dispensing fees should be continued at the rate of 85 per cent.

## Dynamic Retinoscopy

**D**YNAMIC retinoscopy is usually carried out at the reading distance of 13 inches. The subject focusses both eyes on a target fixed to, or embodied in, the retinoscope, and if ametropic the distance correction is placed in the frame before commencing the test. No allowance is made, as in static retinoscopy, for the distance at which the observer is working, as the subject is accommodating at that distance. There is, however, an allowance to be made for the lag of accommodation behind convergence, which is usually known as the physiologic lag. It is commonly supposed that when the eyes converge at 13 inches accommodation lags behind, at 16 inches. In practice this lag has been found to make from +0.25 D. to +0.75 D. difference to the findings, so that an average of +0.50 D. has been taken as the normal amount to be deducted from the final result. What this so-called physiologic lag actually represents is more a matter of opinion than established fact, but there is sufficient agreement amongst reputable authorities about the effect of this lag to justify the practitioner accepting the principle of reducing his dynamic findings by 0.50 D. sphere. With the distance correction in place, the observer will probably see a "with" movement in each eye. Plus lenses are then added until no movement is seen. The lowest power which gives neutrality is known as the low neutral. The power is then increased until an "against" movement is found, and the lowest power which gives neutrality (i.e., the power below that which gives the "against" movement), is known as the high neutral. Thus if +1.50 D. were the lowest lens to give neutrality, and +2.50 D. the highest power before encountering an "against" movement, the diopter between the low and high neutral would be the "neutral zone." In such a case the reading addition would be +2.0 D., according to the method advocated by Dr. Pascal, who deducts 0.50 D. from the high neutral for lag, and if only such corrections could be worn, dynamic retinoscopy would be far more simple and straightforward than it actually is. As it has been found that non-presbyopic subjects will accept an additional +1.50 D. before reversal of the shadow, it is obvious that more than +0.50 D. must be deducted from the high neutral before prescribing the reading addition. Other authors favour allowances, in addition to the deduction for physiologic lag, of various amounts from +0.75 D. to +1.35 D., for negative relative accommodation, exophoria and other conditions. What has actually happened is that much patient research has revealed that dynamic retinoscopy varies from the subjective findings by anything from +0.50 D. to +3.0 D., and by reasoning backwards half-a-dozen different theories for adjusting these discrepancies have been evolved. All this is very disturbing and discouraging for the rank and file who look for a

### Dependable Technique

that will definitely assist them in prescribing. The first thing to discover is the cause of the acceptance of +1.50 D. for the high neutral point by non-presbyopic emmetropes. This 1.50 D. is an average figure, and as the average subject would have from 4 to 6 prism diopters of exophoria at 13 inches it will be seen that when converging for near 24 prism diopters of convergence, instead of 18, is required. The additional 6 prism diopters of convergence induces an extra diopter of convergence accommodation, and when this is added to the half diopter allowed for lag we get the 1.50 D., which represents high neutral in the average non-presbyopic emmetrope. What happens when plus lenses are being added to the distance correction is that this extra diopter of convergence accommodation gradually relaxes.

Refractionists have sometimes been puzzled when a case has shown reversal point with +3.50 D. addition, but declined to accept any addition subjectively. This has probably been due to high exophoria at the reading distance. At 13 inches, 3 metre angles of convergence (18 prism diopters) and 3 diopters of accommodation are in use, but if there were 18 prism diopters of exo-

phoria at this distance (equal to 3 metre angles), then an additional 3 diopters of convergence accommodation would be induced. In a non-presbyopic subject such a state of affairs would require +3.0 D. to relax the extra convergence accommodation, and +0.50 D. for the physiologic lag, so that high neutral would be found with +3.50 D. addition, although however high the exophoria it must be remembered that the extra convergence accommodation which may be thus induced is very limited in amount in presbyopes. One of the most reliable rules for deciding the reading addition is as follows. Deduct from the high neutral +0.50 D. for the physiologic lag, and +1.0 D. for each metre angle (six diopters) of exophoria at near, since each metre angle of extra convergence stimulates +1.0 D. of convergence accommodation. The exophoria to be taken into account should represent the difference between the distance imbalance and the reading imbalance.

Example:—

High neutral +3.00 D. (added to distance correction)  
Less physiologic lag 0.50 D.  
Distance exo. 4 prisms  
Near exo. 14 prisms  
Difference, 10 prisms = 1.75 D. approx. (10 ÷ 6)  
Reading addition is +3.00 D. less 0.50 and 1.75,  
equals +0.75 D. sphere.

Esophoria would also be taken into account, but added, instead of deducted. It is quite possible, with esophoria, that the low neutral would require a minus, instead of plus, lens adding to the distance correction.—S. H. L. (20/1).

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," September 6, 1933)

- "STICKY TIM" under figure of fantastic man carrying bottle under his arm; for all goods (1). By British Isinglass Co., Ltd., 39 Hope Street, Grimsby. 542,982. (Associated.)
- "FLORESTOL" for disinfectants (2). By Mulnol Products, Ltd., 187A West Regent Street, Glasgow, C.2. 543,683.
- "BONANZA" for a corn and foot ointment (3). By M. Shloimovitz, 35 Wellington Street East, Higher Broughton, Salford. 542,792.
- "NIC-O-CIN" for medicated sweetmeats (3). By Nicocin, Ltd., Kingsbury House, King Street, St. James', London, S.W.1. 542,799.
- "LUBRA" for medicated wines (3). By M. Hendrie, 281 Wood Lane, Dagenham, Essex. 543,527. (Associated.)
- "HEPASTAB" for injections (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 543,657.
- "RASPBERRY LEAF COMPOUND" with design of raspberry spray and facsimile signature "J. Mansell & Son"; for a compound of herbal powders (3). By R. Mansell, 470 Lower High Street, West Bromwich. 541,321.
- "BRONREM" for medicinal chemicals (3). By W. J. Cowie, 123 Mount Road, Birkenhead. 543,622.
- "INTERLAX" for medicinal chemicals (3). By C. Mackay, 32 Forster Square, Bradford. 543,670.
- "PRE-ANESTAN" for medicinal chemicals (3). By M. H. Wyse, 179 Piccadilly, London, W.1. 543,793.
- "VIGGORMALT" for beverage preparations containing malt (42). By Viggormalt, Ltd., 99A Davigdor Road, Hove, Sussex. B541,379.
- "BLUE DANUBE" for foods, etc. (42). By Gloria Products, Ltd., 12 Spring Street, Hyde Park, London, W.2. 540,961.
- "DETTOLIN" on design of sword and circle; for all goods (48). By Reckitt & Sons, Ltd., Dansom Lane, Hull. 541,101. (Associated.)

A PESSIMIST.—Mr. Fumble: How's business, Mr. Drumble? Mr. Drumble: Same as usual. Nothing doin' in the morning and slacks right off in the afternoon.—"The Grocer."



# Air-Conditioning in the Drug Industry

An abstract of a paper read at a recent Meeting of the New York Section of the American Chemical Society by William A. Hanley

**B**Y air-conditioning in the manufacturing industries is meant the treatment of air so that the temperature, the humidity, the volume, and the velocity are controlled. Heated air, in unknown volumes with little regard to temperature and no regard to humidity, has been used in the drug manufacturing industry for centuries. Shortly after the close of the nineteenth century, air-conditioning came into the drug-manufacturing field. Its importance and application have increased not progressively, but about as the square of the years since 1900.

## MANUFACTURE OF CAPSULES

Of all jobs of conditioning air in the drug business, the matter of capsules undoubtedly presented the greatest difficulties. The wall of a capsule varies in thickness from 0.003 to 0.006 inch, depending upon the size of the capsule. The smaller capsules must not have a wall thickness over 0.0035 or under 0.0025 inch. To work within these close limits in addition to controlling the viscosity and temperature of the gelatin to be moulded, the temperature of the pin on which the capsule is to be moulded must also be controlled. This is part of the rôle of the air-conditioning plant. Another job of the same plant with the same air at the same time is to set the gelatin on the capsule pins immediately after the pins have been dipped into the molten gelatin. Again, the same air must dry these capsules in forty-five or fifty minutes so that they can be stripped off the pins on which they have been moulded. For different sizes of capsules, different temperatures of air are required; but the moisture content, measured in grains per cubic foot of air, can be constant for the same gelatin. Close regulation of the air-conditioning plant is necessary, as the moisture content of the air should not vary over 0.25 grain per cubic foot, and the temperature not over 0.5° F. This is not easily accomplished when 30,000 to 60,000 cubic feet of air per minute are conditioned. In case of both humidity and temperature, a departure above or below the fixed limits causes trouble. In many processes an upper or a lower limit alone is set, but with capsules both an upper and a lower limit are fixed for humidity and for temperature.

## COATING OF PILLS AND TABLETS

Although the conditioning of air for capsule manufacturing was expensive and difficult, and represented a large investment for the drug manufacturer, much research for the engineer, and the development of some fine control apparatus, it had its reward, for it opened a field for air-conditioning which has proved profitable to the drug manufacturer and to the builders of air-conditioning apparatus. The drug manufacturer, who had experienced trouble with pills and tablets which were improperly dried or stored, immediately began to study the factors which seemed to bring about such troubles. It was thus that case-hardening, or the drying of the outside skin of a pill or tablet, was soon understood. This case-hardening was caused by drying in air of too low moisture content. Thus the manufacturer found pills or tablets which had been bottled six months giving off moisture and becoming a sticky mass. With air-conditioning and properly controlled apparatus the drying was retarded until the core or centre was dried first, so that no moisture was sealed inside. Air-conditioning also contributed largely in the solution of coating of mass pills and tablets. The number of coatings depends upon the thickness of built-up coating desired. In this continuous process the absorption of moisture should be uniform. The dry-bulb temperature should be held quite constant; of even greater importance is the wet-bulb temperature, since the mass will vary in volume with the wet-bulb temperature in the same manner that a wet-bulb ther-

mometer expands or contracts. The air-conditioning of pills and tablets brought with it not only the standardisation of temperatures, humidities, and velocities, but also the uniform distribution of the air and the uniform drying of all the tablets or pills in the same lot. To assist in this uniformity, it has been found advantageous to move the racks containing the trays of pills and tablets slowly through the dry houses so that each tray or rack meets the same conditions in the drying cycle. Air-conditioning and its controls can also take credit for doing away with scorching or burning of pills and tablets, because controls for air temperature were not made satisfactorily until the air-conditioning industry brought out such instruments. For effervescent tablets the moisture content of the air should not exceed 15 per cent. relative humidity at 90° F.

## GLAND PRODUCTS

In the manufacture and processing of gland products, air-conditioning has played an important part. Gland products are expensive, are subject to contamination, and spoil if not given the best of treatment. The therapeutic value of many glands and other animal products is totally destroyed by processing at a temperature above 25° or 30° C. (77° or 86° F.). Air-conditioning has greatly reduced this hazard and stopped many of the losses.

## DRYING OF BOTTLES

Years ago bottles were washed either by hand or on rinsing machines, and were then stacked in trays and put in ordinary drying closets, where air circulation and heat made them bone-dry in a period between three hours and three days. The air-conditioning industry, with the conveyor manufacturer, reduced this drying time to thirty minutes. In the industry it is almost universal practice for the manufacturer to wrap bottles in parchment paper to protect the label and to keep the bottle clean. In a dry cold atmosphere the parchment paper shrinks and cracks and fails to give the anticipated protection to the label. With simple apparatus and small cost the air can be so conditioned where the wrapped bottles are stored that the package can leave the plant of the manufacturer entirely unimpaired.

## EQUIPMENT FOR AIR-CONDITIONING

In air-conditioning in the drug manufacturing industry, the type of equipment does not differ greatly from that used in cooling theatres and office buildings. Usually a washer of the horizontal pass type is installed, where the air quantity is large, with the usual standards of air velocity and with nozzles, eliminators, and circulating pumps. Whether or not the washer will be insulated, and to what extent, depends entirely on the temperatures of the water or brine used in the washer. Where the air is heated after being washed, considerable refrigeration can be saved (if the heating is an appreciable amount) by the installation of an interchanger which warms the air after leaving the washer, by means of taking heat from the air about to enter the washer. Simplicity of parts and accessibility for cleaning and adjustment are quite necessary in air-conditioning equipment. A washer is fundamentally a collector of dirt and dust, and should be so designed as to get rid of all mud and be easily cleaned, preferably without interrupting its operation. Although there are some large central air-conditioning units installed in drug manufacturing plants, as a rule the smaller unit especially designed for one application or process is most satisfactory. A small compact plant, immediately alongside and above or below the room to be conditioned, seems to be most satisfactory.

The paper has been printed in full, with illustrations, by "Industrial and Engineering Chemistry" (25, 1, 9).



# My Study Windows

By Antiquus

TWO towards the occident, one towards the south. One of the former still frames its diamond-shaped panes; the other, from structural necessity, has been converted into a solid stone frame enclosing oblong panes. The south one at all times calls forth a sigh of regret. It occupies the position of a previous oriel structure demolished years ago to make the wall flat. Fancy can only conjecture what may have been the architectural beauty, and not one of the old inhabitants can offer the faintest idea of what it was like—they only know it was there! Outwardly the windows are much alike in design, just differing in the sizes of the stonework. They form part of an old Tudor manor house, which nestles on a slope of limestone, eroded countless ages ago by the streams flowing eastwards carrying with them soluble matter; finally the roof of the rock fell and the sides became gentle slopes of a miniature hill.

Approach this ancient house from the common on the western side. The old Tudor features stand out against the blue sky behind; the walled-in paddock has still its irregular row of elm trees, which may have marked the approach to the house; one oriel window breaks an otherwise plain wall, and gives just that needed sense of relief from bareness. Then comes the Norman church, its broad western tower almost hidden by a gigantic elm; the remains of the tithe barn in a field beyond are a reminder of payment in kind to the priest who had an adjoining house. Thick walls are a character of these buildings.

## A Panelled Room

The windows light a square room—dimensions do not matter—framed for four yards of its height with oak panelling of virgin beauty; a simple moulding completes the top; the whole design is plain, but it is chaste to a degree—the heads of the dowel pins still proclaim the mode of making and framing; whilst the doors swing on their ancient hinges. Age has quietly mellowed the tint of these panels; the grain has come up, and gives at once that indication of genuine antiquity which, once seen, makes an object-lesson in recognising timber antique. Surrounded by this example of ancient craft, I spend my leisure hours with my books—and other humanities. The gentle controller of the household does not permit any liberties within the confines of the "panelled room." Not a single object breaks across the framework—it is seen from floor to moulding in its entirety; occasionally a selected duster may flick away the dust, but that is all. The table is a much-used one, gate-legged, a subject of repeated repairs, none the worse for having been preserved; the top only, like the panels on the wall, has its worn-down grain marks, a surface upon which writing is impossible. The floor has just a few plain mats and the home-made structures which house my library—for my bookshelves cannot be devoted to any style of furnishing. Do I need to plead for an excuse for venturing to answer in part, amidst such a setting, a question often asked: "What books do you like and read?" First, and always, I am a pharmacist, and all my actions seem to be tinged by my life vocation. Now that the counter days are over I still maintain the tradition by retaining for a special purpose an odd bit of portable shop shelving upon which my pharmacy books repose, as of yore.

The pharmacist's absolute need is an interleaved copy of the British Pharmacopœia—mine is well worn, for annotations from all sources have been added constantly, necessitating much handling; but its utility in this tattered form is not measurable either to myself or others who may profit from its inscribed notes. Sundry editions of Squire's "Companion" and Martindale's "Extra Pharmacopœia" keep company with the official issue; these books have much concrete utility.

For many years bound volumes of THE CHEMIST AND DRUGGIST were always at hand; but space became sparse, and after the issue of the 1914 Pharmacopœia I decided to substitute loose-leaf binders containing sheets arranged in the following order:—(1) Pharmacy and dispensing; (2) chemistry, physics and physical science; (3) materia medica, botany and natural sciences; (4) forensic pharmacy.

Text-books are always a trouble. The best method of selection, if apprentices are taught locally, is to use the books which are approved in the local teaching; but these text-books cannot suffice for the educational pharmacist, and need to be augmented by volumes not too academic, and in which the treatment of the subject is in the main opportune. My method has been, in reading any science, a good elementary text-book for broad information, followed by an advanced text-book, which may be useful for general reference. The choice of the latter to pharmacists is obviously a personal one; an ample range is available through the medium of publishers' advertisements and editorial recommendations in the C. & D.

## A Choice of Literature

Whatever carping criticism may be thrown at the Anglo-Saxon race can never apply to its literature. The universe has already had bequeathed to it the finest imaginative and concrete literature the ages have known, and one may doubt whether any tongue will be able to record a more solid contribution to the culture of the mind. In a quiet day I have ventured, from childhood, just to "browse," as Lamb says, upon the words which have come from the writers of our mother tongue, whether lyric, dramatic, narrative or historical has not mattered; in consequence there has grown in my possession a few rows of tattered, thumb-worn volumes from Chaucer to Thomas Hardy. They are not costly books, just the ordinary ones which have been casually picked up, here and there, now and then, as opportunity tempted a few coppers or odd shillings from the pocket. I like to be able to pencil-mark what I read; this action is anathema to many readers, but I fear I must suffer the anathema and allow the pages to indicate by line those passages and phrases which have made an impress; the time to copy out selections has never been at my disposal. I tried it once, when reading "Macbeth," before going to see the late Sir Henry Irving in the play.

To come to material matters. A general idea of English literature must initially be grasped by the careful perusal of a good book on the subject; this not only gives a perspective of a general kind, but also is an introduction to the lives of the writers, their literary associations, and the national and political features of the times during which they wrote. From this or that selection it will become possible to decide upon a period of literature for study, and from this period any particular writer who may be favoured. My weakness is for English lyric poetry, the real beauty of which was once aptly described by the late Stopford Brooke as "unconscious naturalism."

The claim of local books should not be ignored. Pharmacists, very largely, live amidst surroundings and earn an existence where the personal equation prevails. The capacity to talk about local matters, and particularly those that are old, is a good asset. Always—yes, always—have a map of the locality at hand, supplemented by one illustrating the geology of the district. By my side are many of these, obtained at some sacrifice—some are now unobtainable; but the reading of them carries my mind back to days which were youthful and promising, and . . . but a knock comes at the door; a visitor to the village asks to be shown the old barns and cattle stallage of this ancient manor house, and can "Antiquus" show and say anything about the "mass dial" in the south porch of the church?



## Some of My Visitors

**M**Y daily round of duties and other activities would perhaps tend to become a shade monotonous at times, were it not for the fact that my visitors provide me with a constant source of interest. Humour, pathos and even cool "nerve" are brought before me, the result being that many an otherwise dull day has provided its flashes of variety, reminding me that the shades of human nature are many and varied.

On a recent evening a rough but honest fellow came in and presented a panel prescription. He had with him also his sickness certificate, which he proceeded to study with great concentration. When I handed over his medicine, he said, "Will you tell me what's the matter with me, Mister?" He pointed to the line indicating his complaint. "Rheumatism," I said. "Thanks," replied the patient. "I knew you'd be able to tell me. I never could understand this 'ere Latin!"

An amusing, and occasionally rather trying, visitor is a lady who brings her pet dog to be weighed. The unfortunate animal must live a most unnatural existence, for its owner talks to it very much as a fond mother would talk to a spoilt child. About once a month the dog is placed on the weighing machine platform, and the lady awaits with anxiety the result of my manipulations. Should there be a decrease, I am bombarded with questions as to the possible cause. I seldom have the heart to recommend any remedies, realising that the pet is already dosed to capacity. Some day, perhaps, in a courageous moment, I shall suggest that the animal be allowed to live a normal and "doggy" life.

I remember a different kind of caller who entered my shop once only. He was armed with a large bundle of copies of popular music, some—or all—of which I was pressed to buy. My persistent refusals caused him to give me a quiet glance, after which he ran his fingers through the pile and deftly selected a song which was proudly displayed for my approval. He then stepped a pace nearer and in a confidential tone said, "Now this will just suit you!" As the song was of the comic, music-hall type, I felt that my serious demeanour as a pharmacist is belied by my appearance.

### Innocents Abroad?

Some of my visitors display an amazing amount of "nerve"—or perhaps it is just innocence. One day a woman required a dye. She desired a shade to match a sample of material which she brought with her. After much discussion we agreed that I had not the exact match. She intimated her intention of going farther afield. Half an hour later the woman returned, presenting for my inspection a packet of dye purchased from a competitor. I was asked whether I considered the dye to be a good one, whether it would match the material when used, and how it should be prepared. "I couldn't quite understand what he said, but I knew you would explain!" Almost as bad was the case of the person who questioned me regarding the feeding of her baby. She was using a certain brand of food. Did I consider it to be suitable? She was in the habit of purchasing this commodity from Mr. Blank! Some of my customers obtain their household disinfectant free of charge from the local council. There is a stipulation that a poison bottle must be taken for it. One lady had procured from somewhere a container which answered requirements. On her way to the council yard she called and asked me to give her a poison label to stick on the bottle. "They might not let me have it otherwise."

A touch of pathos of a kind only too common in these days is provided when a certain elderly couple visit the pharmacy. They have obviously seen better days and have been accustomed to greater purchasing freedom than they enjoy at present. I gather that unexpected losses have wrought a change in their fortunes. Their purchases are modest, made with a care and deliberation which somehow does not seem to fit. The old-world courtesy has not diminished, nevertheless. I have pleasant recollections of a fine old man who

used to visit my town at intervals to stay with relatives. He had retired from pharmacy a good many years previously. He never failed to give me a call, and would sit in the shop discussing business and comparing the conditions of pharmacy with those of fifty years ago. His reminiscences were always interesting and instructive. He has now "passed on," but his tactful hints are gratefully remembered.—A. S. (47/5).

## Judicious Advertising

CONDITIONS to-day urge economy. Not economy in the sense that budgets are cut in two, but in economy of the superfluous. Every item needs careful analysing and the axe only introduced where non-remunerative expenditure is the deducted source of waste. "It pays to advertise" is an ambiguous slogan. It does pay, done judiciously. It does not, done haphazardly. For instance, space on the drop curtain of a theatre nearly twenty miles away could scarcely be expected to achieve results. An advertisement on the tickets of buses that pass the door at 30 miles per hour is not, as a rule, wise expenditure. Money devoted to advertising in the county paper, a paper, excellent perhaps for multiple stores or national advertisers, but which may have only 500 copies at the most circulated in the chemist's home town, is practically wasted. Sentiment costs quite an amount, under the classification of advertising. Announcements in the "souvenir and guide" of the local carnival; a quarter page, side by side and surrounded by brewers' advertisements in the programme of the village operatic society; and specially designed showcards for the entry in the flower show and fête are charges that have other purposes. It is hardly fair to call them advertisements. Rather should they be styled donations.

### Introduce News

How often does one see a trader's announcement proclaiming that ill-used term "service" or the recurring "Established since 18—," or "Politeness and Civility"? Take any local newspaper, or more particularly a local programme, and observe the parrot-like accepted phrases that each contains. If read at all, how monotonous they are, how uninteresting.

News is announcing the holding of a competition; that certain bargains are offered. Even a photograph of the proprietor of the business may be news. Always retain in a file the outstanding folders and circulars sent by the leading manufacturers. Usually, and especially so in these days, there is plenty of "reader interest" in them, and which can easily be adapted. Assume a 6-in. double-column space has been reserved in the local paper, that a "newsy" advertisement is desired, and it is intended to push a certain product. Suppose the subject is "Cameras." Two or three of the manufacturers of this product tell in the propaganda they issue the number of employees engaged, of the total acreage their works cover, of the increase in sales over the last ten years, and so on. Each of these sentences would make an interesting "news" heading. This is followed by descriptive matter which ends briefly, telling that these same cameras can be obtained from the advertiser.

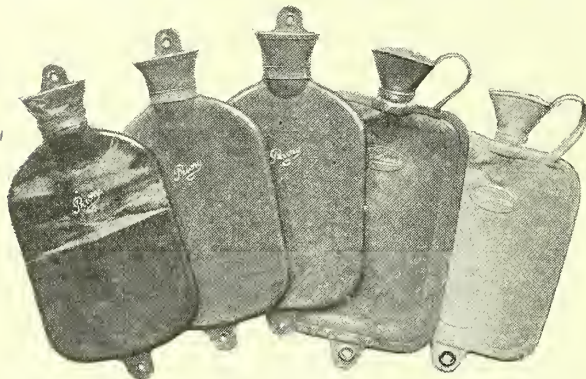
News can be gleaned from pages in the *C. & D.*, for instance particulars of a price reduction, a new product, or a new carton. It is news to the public; and appreciated as such. One factor to be always incorporated, if possible—use illustration or drawing. It brings the total cost of the advertisement slightly higher, as blocks are fairly expensive, but the added news interest is worth while.—S. J. G. (14/8).

THE INFLUENCE OF THE FILMS.—"C. H. C." (11/9) writes:—"A young lady (synonym, flapper) handed a smelling bottle across my counter to be refilled. Having done so, I returned it to her and asked her to try it to see if it was strong enough. She took one sniff and replied, 'Sure, boy, and then some.' The fact that I am nearly old enough to have been her grandfather added humour to the remark."



## Trade Notes

**HOT WATER BOTTLES.**—Southall Brothers & Barclay, Ltd., Priory House, Gooch Street, Birmingham, have drawn our attention to the rubber hot water bottles they are offering chemists this season. The moulded bottles are available in six assorted colours and in two sizes. They are British made and guaranteed for 12 months.



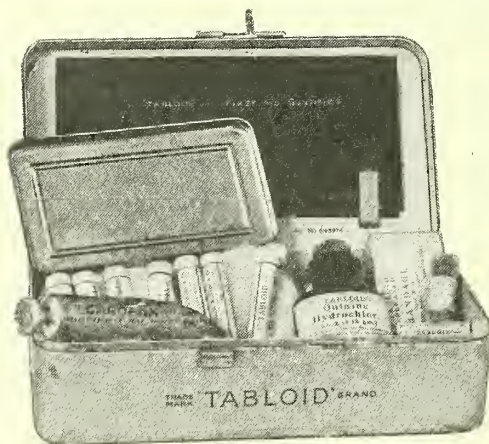
The canvas reinforced bottles, Dalton and Superb, are also excellent. They have a matt finish which materially adds to appearance, and each is fitted with an eyelet. This year they have the particular feature of the Ingram's patented Eclipse leak-proof stopper, and this advantage has been added without any increase in the prices. These reinforced bottles are guaranteed for two years.

ENDO-VITA is advertised in this issue by Harwood (Chemists), Ltd., P.O. Box 9, Watford.

E. JAMES & SON, 516 London Road, Thornton Heath, Surrey, specialise in the manufacture of perfumes and cosmetics to customers' requirements.

THE Manchester address of Potter & Clarke, Ltd., is 77 Dantzic Street, and not as stated in the company's advertisement in last week's issue of the *C. & D.*

CONSIDERABLE public interest was aroused recently by the feat of the members of the Houston Mount Everest flight, who not only conquered the world's highest peak by air but brought back with them some of the finest photographs of mountain scenery ever recorded. It is of interest, in this connection, to note that the flight,



in common with most important expeditions for many years, was provided with an adequate supply of tabloid medical equipment, manufactured by Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1. One of the aeroplane cases returned as a souvenir is shown in the accompanying illustration.

PICO, LTD., High Street, Manchester, have issued a new edition of their catalogue of flashlights, electrical appliances, gas and oil apparatus.

ATOMISERS, LTD., 13 Great Pulteney Street, London, W.1, give particulars on another page of the special features of their Millett atomiser, two models of which are available.

THE winter uses of Meta fuel form the subject of attractive posters, copies of which will be sent to chemists on application to Elmesan (London), Ltd., 66 Victoria Street, London, S.W.1.

**BAYER PREPARATIONS.**—In view of the removal of Bayer Products, Ltd., to new premises (*see C. & D.*, September 9, p. 345), their offices and warehouses will be closed on September 23. On this day inquiries should be sent either to John Bell & Croyden, Ltd., 50 Wigmore Street, London, W.1, or to Mr. Woolby Brooke, 19 Gloucester Road, London, S.W.7.

THE BRITISH DRUG HOUSES, LTD., Graham Street, City Road, London, N.1, have sent us a copy of the third edition of their booklet entitled "Ph Values," and also a copy of their new catalogue of indicators and of various accessories which are used in the determination of hydrogen ion concentration. Both of these publications would be useful in any pharmacy, and the B.D.H. will be pleased to supply a copy of each to pharmacists on request.

T. J. SMITH & NEPHEW, LTD., Neptune Street, Hull, have sent us samples of Paragon zinc oxide plasters in the new snap spool cylinders, and these are shown in the accompanying illustration. Paragon zinc oxide plasters are made on finest quality plaster cloth, and are firmly adherent. The spools in the new form provide a simple and efficient means of handling plaster, whether for continual or occasional use, as to release the reel from the outer portion (it is held in position by a number of small "studs") it is only necessary to press the centre upwards.



## Business Changes

BELL & BELL, chemists, Rugby, have removed from Chapel Street to 22 High Street.

ASCOTTS PHARMACIES, LTD., have taken over the business of Mr. F. W. Elliott at 52 Euston Avenue, Watford.

E. STEINER & CO., manufacturers of vermin-destroying products, have removed from Clemence Street, Poplar, London, E.14, to larger premises at 110 Bradford Street, Birmingham.

SANGERS, LTD., druggists' sundriesmen, 258 Euston Road, London, N.W.1, have acquired the business of May, Roberts & Co., Ltd., druggists' sundriesmen, Clerkenwell Road, London, E.C.1. Each company will retain its own identity and continue to function as heretofore (*see p. 362*).

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/11. Alicalutice	K/11. Peaklette razors for ladies
E/13. Bis-Bone (for teething)	E/13. Queen yeast cakes
E/13. Hartley's foot ointment	E/13. Ryan's pills
B/26. Makers of gelatin-coated and formalinised paper	W/59. Spik cleaner
	S/99. Togoma tooth-brushes



## Births

Notices for insertion in this column must be properly authenticated.

THOMSON.—At 37 Dongola Road, Ayr, on September 10, the wife of John Thomson, chemist and druggist, of a daughter.

## Marriages

AUCHTERLONIE—SIMPSON.—At Prestonfield Parish Church, Edinburgh, on September 9, James B. Auchterlonie to Alison Liddell Simpson, chemist and druggist.

BOLTON—SANDERS.—At Christ Church, Southgate, London, N., on September 9, by the Rev. Francis Meterick, B.A., Eric Hale, elder son of the late Mr. Joseph H. P. Bolton, M.P.S., Winchmore Hill, N., to Betty Maud, elder daughter of Mr. Henry A. Sanders, Southgate, N.

HAY—MACKIE.—At West Church of St. Andrew, Aberdeen, on September 5, Charles Albert Hay, M.B., Ch.B., to Elizabeth Gordon, younger daughter of the late Mr. Alexander Mackie, chemist and druggist, Peterculter.

MUIR—NISBET.—At the Douglas Hotel, Glasgow, on September 4, Hugh Muir, chemist and druggist, to May Nisbet.

SIMPSON—CHAMBERS.—At the Congregational Church, Ripon, on September 11, William Leigh Simpson, chemist and druggist, to Frances Chambers.

WYLIE—INNES.—At 136 Albert Road, Crosshill, Glasgow, on September 8, Andrew Wylie, chemist and druggist, to Mary Geddie McKechnie Innes.

## Deaths

CATT.—Recently, Mr. William John Catt, chemist and druggist, Chelsham Road, London, S.W.4, aged thirty-nine.

DONALDSON.—At his residence at Cosham, on September 6, Mr. George Donaldson, chemist and druggist, 122 Queen Street, Portsea, aged seventy-five. Mr. Donaldson carried on business in Portsea for many years, and was held in high esteem by his pharmaceutical colleagues. He passed away on the twenty-fifth anniversary of the formation of the Portsmouth Pharmacists' Association, of which he was an original member. Mr. Donaldson leaves a widow and two sons, both of whom are pharmacists. The funeral took place at Christ Church, Portsmouth, on September 11. The Pharmaceutical Society was represented by Mr. F. H. Ruoff, the Portsmouth Pharmacists' Association by Mr. W. L. Egerton (past-president) and Mr. W. Murray (vice-president), and the Portsmouth Insurance Committee by Mr. H. C. Sawyer.

HOWARD LLOYD.—At 1 Cross Road, Leicester, on September 12, Mr. W. Howard Lloyd, M.P.S., of Howard Lloyd & Co., Ltd., manufacturing chemists, 20 Ashfordby Street.

LOTHIAN.—On September 6, Mr. John Lothian, Ph.C., 2 Argyle Place, Portobello, aged sixty-five. Mr. Lothian, who was a native of Duns, was apprenticed to the late Mr. W. F. Tocher, Coldstream, and joined the staff of James Robertson & Co., Edinburgh, in 1887. He passed the Major Examination in 1890, and gained the Pharmaceutical Society's bronze medal in the same year. In 1896 he took over from Dr. Lees the Glasgow School of Pharmacy, of which he remained principal till 1912, when he joined the Edinburgh staff of J. F. Macfarlan & Co. In 1916 he started a wholesale manufacturing business on his own account at Portobello, specialising in pharmaceutical syrups. About a year ago he had a serious breakdown in health, from which he did not rally. Mr.

Lothian was president of the Edinburgh Chemists', Assistants' and Apprentices' Association in 1891-92, and from 1900 he was a frequent contributor to evening meetings of the Pharmaceutical Society in Edinburgh. An accomplished linguist and mathematician with a wide knowledge of pharmacy and allied sciences, he was held in high respect.

POTTER.—Recently, Mr. Edmund P. Potter, J.P., chairman of E. P. Potter & Co., Ltd., chemical manufacturers, Little Lever, Bolton, aged eighty-six.

## Personalities

MR. EDWARD WARRICK has been elected to a seat on the board of directors of Oswald M. Smith & Co., Ltd., of New Zealand. He will continue to act as their European agent at his offices in Mark Lane, London, E.C.3.

MR. J. W. TORR, chemist and druggist, Bradford, when going for his car at a garage in Morecambe, on the morning of September 9, slipped accidentally and had to be taken to the Queen Victoria Hospital with a broken leg.

MR. G. S. NEWALL, chairman of the Washington Chemical Co., Ltd., Washington, co. Durham, has presented his Wylam (Northumberland) residence, Castle Hill, to the Newcastle Infirmary for use as a convalescent home, together with a grant of £1,000 towards the cost of equipping it.

MR. R. B. MCBRIDE, chemist and druggist, who has retired after 27 years' service in the New Malden, Surrey, branch of Boots, Ltd., has been given a gold watch by the directors and a gold-mounted pen and pencil case by the staff. The presentation was made on September 7 by Mr. Pembleton, the territorial manager.

## Wills

MR. FRANK WOOLLINGS, Modena, Victoria Road, Sandown, Isle of Wight, chemist and druggist, who died on July 11 last, aged seventy-nine, left estate gross value £9,724.

MR. THOMAS CONYERS HARDY, 2 Benwell Hill Road, Newcastle-upon-Tyne, chemist and druggist, who died on January 4 last, aged fifty-six, left £1,721, with net personality £442.

MR. GEORGE SAMPSON, 53 Twyford Avenue, Acton, W., chemist and druggist, who died on July 7 last, aged eighty-two, left estate gross value £2,237, with net personality £1,039.

MR. ROBERT SWEETMAN, 10 Mersey Road, Heaton Mersey, Manchester, chemist and druggist, who died on July 17 last, aged eighty-four, left £8,362, with net personality £7,605.

MR. HENRY COCHRANE BAILES, 10 Lesbury Road, Heaton, Newcastle-upon-Tyne, chemist and druggist, who died on July 2 last, aged eighty-one, left £10,148, with net personality £8,522.

MR. HERBERT HENRY BARNETT, Adra, Levermead, Torquay, Devon, formerly of Bristol Street, Birmingham, perfume manufacturer, who died on October 27 last, left estate gross value £15,550, with net personality £5,435.

MR. JOHN SWIRES ELLISON, Field House, Gomersal, Yorks., formerly of 5 Spa Flats, Ilkley, manufacturing chemist, who died on January 5 last, aged twenty-seven, left estate gross value of £31,229, with net personality £27,892.

MR. JAMES FLEMING SUTHERLAND, Knockbex, Kirkcudbrightshire, and of 27 Egerton Gardens, London, S.W., chemical manufacturer, of Line Wharf Chemical Works, Falkirk, a director of the Ross Creosote & Fuel Oils Storage Co., Ltd., and of the Scottish Tar Distillers, Ltd., left, in addition to considerable real estate, personal estate in Great Britain valued for probate at £405,358.

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Tablets in bottles of 40 and 100.  
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for Post-Influenzal Debility and Neurasthenia.

8 oz. Bottle - - 2/9 16 oz. Bottle - - 5/-



# THE CHEMIST AND DRUGGIST

VOL. CXIX. SEPTEMBER 16, 1933 NO. 2797

## The Sale of Dangerous Goods

CLOSE upon twenty years ago an action was tried in the High Court which attracted a great deal of attention at the time. It is recorded in the Law Reports as *Bates v. Batey & Co., Ltd.* ((1913) 3 K.B. 351), and remains authoritative up to the present time, never having been overruled. The case was one in which the defendants were a firm of ginger-beer manufacturers who supplied bottles of ginger beer to retailers. One such retailer sold a bottle of the ginger beer to a customer, who was about to open it, when the bottle burst, causing him to lose the sight of an eye. An action was therefore brought against the manufacturers, it being alleged that they had been guilty of negligence in that it was their duty to take care that every bottle of ginger beer sent out by them for sale should be fit and proper and safe to be handled by a person opening it, and that they had sent the bottle out in such a defective condition that it was not strong enough for its purpose. The jury found that (1) there was a defect in the bottle, which defect caused the accident; (2) that the defect was not a latent defect which could not have been discovered by the exercise of reasonable care and skill; and (3) that the defect was owing to the negligence of the defendants; and they awarded £275 damages. The judge, however, decided that the plaintiff was not entitled to recover, on the ground that a bottle of ginger beer is not in itself a dangerous thing, and further, if it is so, it was a thing which the person who purchased from the defendants must equally have known to be a dangerous thing, as he would be fully acquainted with the explosive quality of ginger beer; and therefore there was no duty to warn him. Further, this bottle being defective, it was in fact a dangerous thing, but not to the knowledge of the defendants; and he (his lordship) could not agree with the contention that if the vendors had the means of knowledge they were as much responsible as if they had known.

### Leading Cases

The law on this subject is to be found reported under two headings, representing distinct classes of cases. It is to be found as touching the "Sale of Goods" and is to be found as above under "Negligence." Both are of importance to the trading community, wholesale and retail alike, and there are a large number of reported cases deserving of notice. In *Clarke v. Army and Navy Co-operative Society* (1903), it was held that where the seller of a tin of disinfectant powder knew that it was likely to cause danger to any person who might open it unless that person took special care, and if at the same time the danger was not one which would be likely to be appreciated by the purchaser unless he were warned of it, a duty rested on the vendor to warn his customer

accordingly. This action was brought by a husband and wife jointly against the Society to recover damages in respect of injury caused to the female plaintiff through a tin of chlorinated lime "exploding" as she lifted the lid with a spoon. Apparently a portion of the contents flew up into the woman's face and caused injury to her eyes. Evidence was called to show that other purchasers of the disinfectant had had similar experiences of "exploding": and in the course of the trial a tin was produced in court, which was opened by a witness at the request of the jury. The same thing happened and part of the contents flew high into the air. The jury found that there was no explosion in the strict sense, but that the tins were conducive to danger, and they awarded £172 damages. Application for a new trial was made to the Court of Appeal, but failed—the Court holding that, independently of any warranty (here none was given) there was cast upon the vendor a duty to warn the purchaser of any danger.

### When a Warning Is Needed

These two cases illustrate the importance to wholesalers and retailers alike of packing goods carefully and of giving warning where care is needed. There are plenty of articles—e.g., liquid ammonia—which need care in opening lest accident may happen: and the safe plan would always be to label them accordingly. This touches the other aspect of the matter—negligence—though, strictly speaking, negligence is the only cause of action where there is no warranty given. In the case of *Parry v. Smith* (1879), the Court held that a person using an article dangerous in itself is bound to use caution: if he does not do so, and if a third party is injured, the person injured has a right of action against him. That right of action is independent of any question of contract between the parties. So if in the *Bates* case above the Court had found that ginger beer was an article dangerous in itself (which the judge expressly did not find), the fact that there was no contractual relation between the manufacturer and the person injured (because it was sold to the injured person by a middleman—a retailer) would not have prevented an action for damages against the wholesaler who sent it out in a faulty bottle. So the conclusion, and the position of the law, would seem to be that where a purchaser has been injured by something that is not in itself dangerous, but dangerous only by reason of some defect not known to the vendor, the latter will not be liable unless it can be shown that he actually knew of the defect and neglected to give proper warning. That is the ginger-beer case. On the other hand, if he did know or might reasonably be expected to have known—as in the chlorinated lime case—that the stuff might "explode" into the purchaser's face and cause injury, then he will be liable unless he can show that he gave warning. These are complementary halves of a well-established legal position which is not likely to undergo change in the near future. The need for care on the part of manufacturers who send out goods for distribution in sealed packages was sufficiently emphasised in our issue of August 26 (p. 299) and need not be referred to in detail again.

The Industrial Methylated Spirit as defined in the British Pharmacopœia, 1932, cannot be obtained under the excise regulations in Canada; nor may methylated spirit be used in the preparation of Liniment of Aconite.



Liniment of Belladonna, Ammoniated Liniment of Camphor or Liniment of Soap, in Canada.

#### SYRUPUS SASSAFRAS COMPOSITUS

Compound Syrup of Sassafras

Syr. Sassaf. Co.

Oil of sassafras C.F. ...	0.48 mil	2.3 min.
Oil of anise C.F. ...	0.32 mil	1.5 min.
Methyl salicylate ...	0.32 mil	1.5 min.
Alcohol (90 per cent.) ...	120.00 mils	1 fl. oz. 96 min.
Liquid extract of liquorice ...	100.00 mils	1 fl. oz.
Caramel C.F. ...	100.00 mils	1 fl. oz.
Syrup, to produce ...	1000.00 mils	10 fl. oz.

Dissolve the oils in the alcohol and add with stirring to the syrup, then add the caramel and the liquid extract of liquorice.

Dose—

Metric, 2 to 8 mils. Imperial, 30 to 120 min.

This syrup is equivalent to Syrupus Sarsæ Compositus C.F. 1915, or Syrupus Sarsaparillæ Compositus U.S.P. X in flavouring qualities.

#### The Reference Companion

The range of formulas in the third section of the book extends from such potent galenicals as A.B.C. liniment to household remedies and toilet preparations. Examples from this section are:—

#### BAY RUM

Spiritus Myrciæ Compositus

Oil of bay ...	7.5 mils	36 min.
Oil of orange C.F. ...	5.0 mils	24 min.
Oil of pimenta ...	5.0 mils	24 min.
Alcohol (95 per cent.) ...	640.0 mils	6 fl. oz. 192 min.
Distilled water, to produce ...	1000.0 mils	10 fl. oz.

Note.—Spiritus Pimentæ (Myrciæ) B.P.C. and Spiritus Myrciæ Co. (N.F. V) are practically the same.

#### COMPOSITION POWDER

Pulvis Myricæ Compositus

Compound Powder of Bayberry

Bayberry bark, moderately fine powder ...	60 gm.	6 oz.
Ginger ...	30 gm.	3 oz.
Capsicum ...	5 gm.	1/2 oz.
Clove ...	5 gm.	1/2 oz.

Dose—1 to 2 gm.; 15 to 30 gr.

Many old formulas for Composition Powder are to be found. As simplified, it is found in National Formulary V as Pulvis Myricæ Compositus—Compound Powder of Bayberry.

#### FORDYCE'S MILD PASTE

Beta-naphthol ...	8 gm.	60 gr.
Resorcinol ...	8 gm.	60 gr.
Precipitated sulphur ...	24 gm.	180 gr.
Soft paraffin, white ...	30 gm.	225 gr.
Soft soap ...	30 gm.	225 gr.

Dissolve the resorcinol in an equal volume of distilled water in a mortar and incorporate part of the soft soap. Reduce the other ingredients to a smooth paste with the soft paraffin, finally mix all together.

Many interesting notes testify to the care of the revising committee. For instance, under "MacLean's Powder" we read that "a level teaspoonful weighs about 38 gr." Again, under "Lead and Opium Lotion" we find a comparison of the British Pharmaceutical Codex (1907) preparation with that of the National Formulary (V), with the remark: "It will be seen that in the one case it contains lead subacetate, and in the other, the acetate. The strengths of opium differ. The physician should indicate which is required." The volume is completed by a short table of veterinary doses. Solubilities are to be reckoned, as a rule, at 20° C. When the time arrives for reprinting the Canadian Formulary, lists of preparations added, omitted or altered will probably be found valuable for reference. In view of the fact that the book includes the Canadian Addendum to the British Pharmacopœia, its circulation will, no doubt, be wider than that of its predecessors.

## Needless Prosecutions

By a Legal Correspondent

ATTENTION has often been directed to the absurdities connected with the administration of the Adulteration Acts in regard to the sale of "drugs." So far as my observation goes this administration, as affecting chemists, has long since become an expensive anachronism. Not only has the necessity for maintaining the old "nature, substance and quality" method of conducting prosecutions long since exhausted itself as a method of securing convictions satisfactorily to the official mind (mainly because common sense is at length prevailing with most benches of magistrates), but even the device of perverting the original intent of the Merchandise Marks Acts is beginning to attract attention, so far-fetched are the excuses for calling in aid from this quarter to supplement the Adulteration Acts proper. More than once recently has comment appeared in legal journals of high standing regarding this device, a sure sign that it is regarded with disapproval by those in the best position to know and understand what is going on. Apparently these warnings about the perverted use of the Merchandise Marks Acts have been taken to heart in official quarters so far as chemists are concerned, for, of late, activity has been resumed under the Food and Drugs (Adulteration) Act—with dubious results because of the triviality of the cases which have been put forward.

What object can be served in the way of benefit to the public by employing officials to go into chemists' shops to purchase, say, sulphur ointment and then have it analysed to see whether it contains the proper percentage of sulphur? Here is an ointment made by mixing sublimed sulphur with simple ointment. It makes not the slightest difference to the user of the ointment in ordinary circumstances whether it contains too much sulphur or too little. If it is ordered by a medical man's prescription, then I agree that it should be of B.P. proportions; but to set up the B.P. standard for every twopenny box of sulphur ointment the public asks for is an absurdity.

#### A Case in Point

Or look at mercury ointment. For as long as the memory of man goeth back (a legal period) unguentum hydrargyri mitius has been supplied to the public, who use it largely for destroying insects. To apply the B.P. standard to an article like this would be simply a waste of fairly expensive material. Moreover—and this is the really unsatisfactory feature of this class of case—for the officials of a local authority to select an article of this kind for sampling, knowing that there is every likelihood of being supplied with the ordinary dilute form of what is really a poisonous substance, and then to endeavour to get a conviction and so prevent its sale is a proceeding so futile and so wanting in any useful purpose that something ought to be done to put an end to it. Had it not been for the case of *Dickens v. Randerson*, where the defence of commercial standard was not raised, we should never have heard of these stupid mercury ointment prosecutions. The best advice I can give to any chemist who is asked for mercury ointment is that he should insist upon knowing whether the purchaser requires "B.P." standard or "commercial" standard, and decline to supply until a definite answer is given. Precisely the same thing can be done in other similar cases where it is usual to supply something not actually conforming to the B.P.

TOBACCO FOR STINGS.—"I was having tea . . . and . . . got badly stung on my tongue. I soon asked for a bit of tobacco; moistened it with a little tea in the saucer, and put it on the spot; and in less than ten minutes the pain was gone and I finished my tea. This remedy was given me by a man who had been orchid collecting for several years in South America and the West Indies, and he found it most beneficial with the bites and stings of other insects."—A correspondent of "The Morning Post."

## The Canadian Chemical Industry

THE following information on the Canadian chemical industry is contained in the Department of Overseas Trade report on the economic conditions in Canada, 1932-33 (H.M. Stationery Office, price 5s.):—

Owing to the generally low level of business activity, the past year was not one of marked development in the chemical industry. The heavy chemicals industry was affected by the reduction in steel and coke oven operations, and in consequence the output of sulphuric acid has considerably reduced. The dumping, below cost, of foreign superphosphate and ammonium sulphate aggravated the situation. The difficulties of the paper industry led to a reduction in the demand for chlorine. The severe fall in the price of base metals caused a large reduction in the output of explosives, only partly compensated by the greater activity in gold mining. The discovery of rich radium-bearing deposits in the Great Bear Lake region promises to open a new source of this element, thus breaking the Belgian monopoly. The recovery of radium from the ores is a complicated chemical process. Works were established in Montreal early this year to manufacture zinc oxide. A French process will be used. Small works already existed in Toronto. The manufacture of sulphur dichloride has been commenced by Canadian Industries, Ltd., at their Sandwich (Ontario) works. This chemical is used by the rayon industry and was previously obtained exclusively from the United States. Important advances in the introduction of fertilisers in the Prairie Province were made by Consolidated Mining and Smelting, of Trail, B.C. The Canadian Industries, Ltd. works for the manufacture of cellophane came into full production during the past year, providing a new outlet for pulp and chemicals. Production of the new type "Dulux" finishes was established in Canada. The Shawinigan Chemicals, Ltd., continued development of vinyl acetate, synthetic resins for use in the manufacture of moulding compounds and gramophone records and in the paint industry.

### Foreign Enterprise

Merck & Co., which is understood to be controlled from New York, considerably extended their general lines and now quote an important range of pharmaceutical chemicals as being manufactured in Canada. This range includes bismuth salts, mercurials, iodides, citrates and several C.P. and finer technical chemicals. Their Canadian works, which are situated in Montreal, are well equipped and managed. The firm have the advantage of close connection with the large manufacturing and research laboratories of the parent house at Rahway, N.J. The manufacture of sodium silicate has been begun by the American Cyanamid Company at Niagara Falls, Ontario, and a second plant has been announced for Toronto by National Silicates, Ltd., a subsidiary of Philadelphia Quartz of the United States. The Mallinckrodt Chemical works, which represent the Mallinckrodt Chemical Co. of St. Louis and are believed to be under closer Canadian control, extended their manufactures in their Toronto works and include silver nitrate, iodides, mercurials and bismuths. A mill with a small water power situated at St. Andrews East, Quebec, was purchased by a syndicate connected with Chemicals, Ltd., who are the general chemical agents in Canada for the I.G. This plant is being converted to produce nicotine sulphate on a large commercial scale with a view to export to points within the British Empire. The Electro Products Co., of Buckingham, Quebec, controlled from Great Britain, commenced the production of acid calcium phosphate and will shortly produce di-sodium and tri-sodium phosphate. Canadian Industries, Ltd., have introduced the manufacture of chemically pure acids and of chemically pure ammonia, previously imported from the United States. Canadian pharmaceutical manufacturers produce a complete line

of all such products as pills, tablets, ampoules, tinctures, &c.

### Demand for U.K. Chemicals

One of the most important influences on Canadian chemical imports during the past year was the Imperial Economic Conference. As a result of some of the duty changes introduced after the Conference there has been a noticeable demand for United Kingdom chemicals in those lines in which imports supply the market. Undoubtedly the exchange position of the Canadian dollar in terms of gold has assisted this development, but a permanently increased proportion of United Kingdom chemical imports is anticipated. The past year was one of consolidation rather than new development. The outlook in the immediate future is a little uncertain. Apart from the financial dislocation in the United States with its unsettling effect upon trade, the chemical industry is taking stock of the position created by the Imperial Economic Conference. There is no doubt that some industries will migrate to Canada as a result of the duty changes, but until the position of new industries is clarified there probably will be a cautious development. As far as the established Canadian chemical industries are concerned, marked improvement over the past year's performance is not anticipated unless there is a favourable development in the basic Canadian industries of base metal mining, forest products and agriculture.

## Indian Chemical Imports

THE survey of the Indian imports for the period April 1 to June 30, 1933, prepared by the Department of Overseas Trade, contains the following information on the chemical and allied trades:—

DRUGS AND MEDICINES.—The total imports for the three months, April to June, receded slightly from Rs.40½ lakhs to Rs.39½ lakhs due to reduced imports of camphor. On the other hand, arrivals of proprietary and patent medicines advanced from Rs.7½ lakhs to Rs.9 lakhs. Details of the countries of origin are not available, but the following represent the total imports in each of the principal items:—

	1932. Rs. (lakhs)	1933. Rs. (lakhs)
Camphor ... ..	6½	4½
Proprietary and patent medicines ... ..	7½	9
Quinine salts ... ..	5	5½
Saccharin ... ..	1	1½
Unenumerated items ... ..	20	18

CHEMICALS.—After being maintained and even increased during the difficult period of the past two or three years, the total imports of chemicals during the quarter fell from Rs.76½ lakhs to Rs.62½ lakhs mainly on account of reduced imports of sodium carbonate and sulphur. It is likely, however, that there may be a recovery later on in the year. No details are available of the countries of origin, but the following table gives particulars of the total imports under each of the principal headings:—

	1932. Rs. (lakhs)	1933. Rs. (lakhs)
Acids ... ..	2½	1½
Bleaching powder ... ..	2½	2½
Carbide of calcium ... ..	2½	1½
Copper sulphate ... ..	2½	2½
Disinfectants ... ..	1	2
Glycerin ... ..	2½	2½
Potassium chlorate ... ..	2	3½
Sodium bicarbonate ... ..	2	2
Sodium carbonate ... ..	20½	14½
Sodium cyanide ... ..	8	8
Caustic soda ... ..	8	8
Sulphur (brimstone) ... ..	6	3

SOAPS.—On account partly of reduced purchasing power, the total trade in soaps fell from 95,631 cwt., valued at Rs.27 lakhs, to 82,235 cwt., valued at Rs.20½ lakhs. The United Kingdom share shrank from 83,913 cwt. (Rs.23½ lakhs) to 66,852 cwt. (Rs.17½ lakhs). The total amount of toilet soaps imported during the three months was 11,038 cwt., valued at Rs.7½ lakhs.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, September 14

THERE has been no marked and general improvement in the volume of business done this week, but as a whole the markets are by no means idle. The old trouble of exchange fluctuations is badly interfering with trade in many products. There is a growing fear that the American dollar may be inflated, and it is appreciated that such a movement would possibly affect most other exchanges, including those that are at present based on the gold standard. In the pharmaceutical chemicals markets there is little to comment on. Iodides continue at the big reductions notified last week, and bismuth salts at the advance. Imported products continue to move up and down with the exchanges. Business in crude drugs does not disclose many bright spots, but in a number of instances the forward markets are definitely over the spot position. Crop shortage is mainly responsible, with some products suffering from the extremely dry and hot season. Belladonna root of high test is running short. New crop Ceylon and Aleppy cardamoms, greens, have been in demand and prices for shipment have advanced. Belgian chamomiles for shipment continue very firm. Cod-liver oil from three sources is now being quoted. Spanish ergot is very firm and scarce. Menthol has had a bad week and is again appreciably cheaper. Tragacanth is firmly held and further advances in the medium and better grades are recorded; stocks remain unusually low. Continental dandelion looks like being dearer for autumn root. There has been a fair amount doing in essential oils, but mostly in smallish quantities. Java citronella is now at figures that should make it attractive. Brazilian bois de rose is dearer forward. French lavender is very firm for shipment of new crop genuine oil. Sicilian hand-pressed lemon is again dearer forward. Japanese peppermint has slumped still lower, chiefly on the yen depreciation; at the lower rates some interest is being shown. Fixed oils have had an uneventful week with business rather poor and some products slightly easier.

A drug auction will be held on Thursday, September 21.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 14	Value of the £
Amsterdam ...	Fl. to £	12.107	7.92	13/1
Berlin ...	Mks. to £	20.43	13.38½	13/1½
Brussels ...	Belgas to £	35	22.90	13/1
Copenhagen ...	Kr. to £	18.159	22.40	24/8
Lisbon ...	Esc. to £	110	110	20/-
Madrid ...	Ptas. to £	25.22½	38½	30/3½
Milan ...	Lire to £	92.46	60½	13/1½
Montreal ...	Dol. to £	4.86½	4.80½	19/9
New York ...	Dol. to £	nominal	4.59½	18/10½
Oslo ...	Kr. to £	18.159	19.90	21/11
Paris ...	Fr. to £	124.21	81½	13/1½
Prague ...	Kr. to £	164.25	107½	13/1
Stockholm ...	Kr. to £	18.159	19.38½	21/4½
Warsaw ...	Zloty to £	43.38	28½	13/1½
Zurich ...	Fr. to £	25.22½	16.50	13/3½

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

REPORTS indicate that a steady business is being done with the volume moderate. Prices generally are maintained with last week's substantial reduction in iodides attracting attention. Spot values for home and imported milk sugar are indefinite at the moment. Vanillin tends to be steadier.

**AMIDOL.**—The market is unchanged, business small: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

**AMIDOPYRIN.**—With the recovery in sterling forward prices are easier; business is slow: crystals, five cwt., 18s. 6d.; two cwt., 19s. 3d.; less than two cwt., 20s. 6d. per lb., with powder 2½d. per lb. extra.

**AMMONIUM ICHTHOSULPHONATE.**—Makers' prices are as follows: one cwt., 1s. 6½d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins, and 2s. per lb. in 4-oz. tins.

**ASPIRIN.**—A steady inquiry continues with makers' and dealers' prices unchanged: home trade: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

**BARBITONE.**—Market continues about unchanged, with business rather quiet: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 14 lb., 13s. 6d.; small parcels, up to 14s. per lb.

**BENZOIC ACID (B.P.).**—A fair business in limited quantities with prices steadily held: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

**BISMUTH SALTS.**—Makers' prices for these salts continue at the advances recorded last week, due to the further advance in the price of bismuth metal.

**BROMIDES.**—Makers' and dealers' quoted prices are maintained; business is not of much account: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

**BUTYL CHLORAL HYDRATE.**—A small business at former prices: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

**CAFFEINE.**—Competition is the chief feature here; business is small: pure alkaloid, 4s. 9d. to 5s. 4½d. per lb.; citrate, 4s. to 4s. 6d. per lb.

**CALCIUM LACTATE.**—A steady business on small lines with competition noted: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

**CHLORAL HYDRATE.**—Makers' prices rule the home market: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

**CHLOROFORM.**—Makers' prices are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11d.; for 10 cwt. down to 56 lb. lots; carriage paid on minimum cwt. lots.

**CITRIC ACID (B.P. CRYSTALS).**—Home makers' quoted price is maintained at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices are about competitive.

**CREAM OF TARTAR.**—British-made 99 to 100 per cent. material is quoted at 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about level figures.

**CREOSOTE (B.P.).**—The demand is quiet; quantities in 25-kilo. demijohns, 1s. 9½d.; smaller parcels, up to 2s. 2d. per lb.

**GUAIACOL.**—The forward market is a point easier and dull: spot business is small: spot, one cwt., 9s.; 56 lb., 9s. 1d.; 28 lb., 9s. 2d.; and smaller parcels, up to 9s. 6d. per lb.

**HEXAMINE.**—British material continues to lead the market: ten cwt., 1s. 9d.; five cwt., 1s. 9½d.; two cwt., 1s. 10d.; one cwt., 1s. 10½d.; 56 lb., 1s. 11d.; 28 lb., 1s. 11½d.; 14 lb., 2s.; 7 lb., 2s. 0½d. per lb. British rough powder is quoted from 1s. 5d. to 1s. 6½d. per lb., as to quantity. Foreign material to come forward is not competitive.

**HYDROQUINONE.**—A steady business in small lots; makers' prices maintained: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

**IODIDES.**—Makers' prices for these salts continue at the substantially reduced rates recorded last week, as follows: Potassium iodide, B.P., one cwt., 8s. 3d.; 28 lb., 8s. 6d.; 14 lb., 9s.; 7 lb., 9s. 9d.; 4 lb., 10s.; smaller quantities, 10s. 3d. per lb. Sodium iodide, B.P., 28 lb., 8s. 6d.; 14 lb., 9s.; 7 lb., 10s.; 4 lb., 10s. 3d.; smaller quantities, 10s. 6d. per lb. Iodine, re-sublimed, B.P., one cwt., 9s.; 28 lb., 9s. 3d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d.; 4 lb., 10s. 9d.; smaller quantities, 11s. per lb. Iodoform, B.P., cryst., precip., or powder, 28 lb., 10s. 9d.;



14 lb., 11s. 3d.; 7 lb., 12s. 9d.; 4 lb., 13s. 3d.; smaller quantities, 13s. 7d. per lb., carriage paid, 28-lb. containers free on orders or contracts of not less than one cwt. Rebates: Contracts of five cwt., ten cwt. or more, for delivery as required during a period of four months, subject to the following rebates on completion. Five cwt., pot. iodide, 3d.; other salts, 2d. per lb.; ten cwt., pot. iodide, 5d.; other salts, 3d. per lb. Resale is not allowed at prices below the scale current at the time of resale. All contracts are subject to reduction clause.

**LACTIC ACID (B.P.).**—A little business is reported at former prices: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

**METHYL SALICYLATE (B.P.).**—This product remains dull with quotations unchanged: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Slightly easier forward on better sterling exchange; spot is dull but steady: two cwt., 20s. 6d.; one cwt., 21s.; 56 lb., 21s. 9d.; small parcels, 22s. 3d. per lb.

**METOL.**—Makers' prices are steady; market quiet: one cwt., 9s. 3d.; 56 lb., 9s. 6d.; 28 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities would be dearer.

**MILK SUGAR.**—Dealers are reported to be doing some business from old stocks with prices a matter of negotiation. No settled prices for British material.

**PARAFORMALDEHYDE.**—Occasional inquiry on the market; quotations are competitive: 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels, up to 1s. 8d. per lb.

**PHENACETIN.**—Rather more inquiry and prices are becoming steadier: crystals, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

**PHENAZONE.**—Steady on spot except for isolated cheaper parcels. Forward is slightly easier on a recovery in sterling exchange: crystals, ten cwt., 10s.; five cwt., 10s. 4d.; two cwt., 10s. 9d.; and less, up to 11s. 3d. per lb.; with powder, 2½d. per lb. extra.

**PHENOLPHTHALEIN.**—Makers' agreed prices are being maintained: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

**PHENYL ETHYL BARBITURIC.**—Small lots in 2-lb. bottles are quoted at about 31s. to 32s. per lb., and less for quantities. Market is very keen and irregular.

**POTASSIUM PERMANGANATE (B.P.).**—A fair business in small parcels: quantities, in two-cwt. drums, 8½d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

**POTASSIUM SULPHOGUAIACOLATE.**—Dealers' spot prices range from 5s. 10d. to 6s. per lb., as to quantity. Market is dull.

**PYROGALLIC ACID.**—Makers' prices are as follows: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

**QUININE SALTS.**—The Convention prices for these salts continue at the recent advance: sulphate, 1s. 11d.; bisulphate, 1s. 11d.; ethyl carbonate, 2s. 6d.; salicylate, 2s. 6½d.; phosphate, 2s. 11½d.; hydrochloride, 2s. 4½d.; bihydrochloride, 2s. 8d.; hydrobromide, 2s. 4½d.; bihydrobromide, 2s. 8d.; valerianate, 2s. 11½d.; hypophosphite, 3s. 2½d.; alkaloid, 2s. 8½d. per oz., carriage paid on bulk quantities.

**RESORCIN.**—Any small lots of imported material are firmly held for 5s. 6d. to 6s. per lb. British material is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

**ROCHELLE SALTS.**—Makers' prices are as follows: powder, five cwt. and over, 67s. 6d.; one cwt., 70s.; less than one cwt., 72s. 6d. per cwt.; with crystals, 2s. 6d. per cwt. extra. **PULV. SEIDLITZ**, five cwt. and over, 55s.; one cwt., 56s. 9d.; less than one cwt., 58s. 9d.; double salts, five cwt. and over, 60s. 6d.; one cwt., 62s. 9d.; less than one cwt., 64s. 9d. per cwt., casks free, carriage paid on minimum cwt. lots. Quoted without engagement.

**SALICYLIC ACID (B.P.).**—Makers' prices are as follows: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

**SALOL.**—Market continues uneasy, with only a small business moving at well under agreed prices: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 3d. per lb.; powder, 2d. per lb. extra.

**SANTONIN.**—There is nothing to report here. The old dollar scale continues, with some cheaper offers about.

**SODIUM BENZOATE (B.P.).**—A steady business in limited quantities: one-cwt. lots of B.P. 1932 quality, 1s. 7d.; smaller parcels, up to 1s. 10d. per lb.

**SODIUM DIETHYLBARBITURATE.**—A fair business and the market is steady as quoted: spot, one cwt., 13s. 9d.; 56 lb., 14s.; 28 lb., 14s. 3d.; 14 lb., 14s. 6d.; 7 lb., 14s. 9d.; smaller parcels, up to 15s. per lb.

**SODIUM SALICYLATE (B.P.).**—The market remains dull and some offers may be slightly under the fixed prices: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb.; with crystals one penny per lb. extra.

**SULPHONAL.**—Prices have moved back now that sterling exchange rates have improved: crystals, two cwt., 16s. 6d.; one cwt., 17s. 2d.; 56 lb., 17s. 6d.; smaller parcels, up to 18s. 6d. per lb.; with powder, 2d. per lb. extra.

**TARTARIC ACID (B.P. CRYSTALS).**—British makers quoted price is unchanged at 11½d. per lb., less 5 per cent. discount, nominal and without engagement.

**THEOBROMINE.**—Small business continues at keen prices: pure alkaloid, 5s. to 5s. 6d. per lb.; sodium salicylate, 5s. to 5s. 6d. per lb., as to quantity.

**THYMOL.**—Prices are maintained on quotation, but the market is dull and rather easy: synthetic, fine white, one cwt., 5s. 1½d.; 56 lb., 5s. 3d.; 28 lb., 5s. 4½d.; 14 lb., 5s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

**VANILLIN.**—A very fair inquiry and most quotations are up to the standard prices; this market may harden a little before long: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

### Crude Drugs, etc.

**AGAR.**—Business in this article is slow and prices are rather easier on spot; shipment is steady: spot, Kobe No. 1, 1s. 11½d.; No. 2, 1s. 10d.; Yokohama No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 8d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 6½d. per lb., c.i.f.

**ALKANET ROOT.**—More interest is being shown in this article with dealers quoting spot from 47s. 6d. per cwt., duty paid.

**ANTIMONY.**—The market is slightly cheaper forward. Chinese crude, shipment, £18, c.i.f. Chinese oxide, spot, £28; shipment, £25, c.i.f.

**BALSAMS.**—The spot value of *Tolu* continues steady at 2s. 11d.; Canada is quoted at 2s. 9d., and Capivi is mentioned from 1s. 8d. per lb., with supplies rather better.

**BELLADONNA.**—Leaves of high test are held for 65s. per cwt. Root ranges from 67s. 6d. down to about 47s. per cwt., as to test, with very little offering here. New season's root will not be available before November.

**BISMUTH METAL.**—The market value continues at the recent advance of 5s. 3d. per lb.

**BUCHU.**—A few bales have been cleared this week with prices steady. Good green rounds, up to 1s.; yellowish to fair, 9d. to 11d.; ovals, 7d. to 7½d. per lb., as to quality.

**CAMPHOR.**—Business is of little importance, market about steady: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 6d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz., and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CARDAMOMS.**—The shipment markets for Ceylon and Aleppy new crop greens have advanced and are firm. Business in Aleppy has been good. Ceylon, f.a.q., 1s. 8d.; Aleppy, f.a.q., 1s. 10½d. per lb., c.i.f.

**CASCARA SAGRADA.**—Most of the main business in this product has been done. Shipment, in minimum car-load lots of new crop peel, 34s., c.i.f., and spot from 40s. per cwt., as to quantity. 1931 peel, about 65s. per cwt., spot.

**CELERY SEEDS.**—Dealers are offering new crop seeds at about 1s. 8d. per lb., ex wharf, September delivery.

**CHAMOMILES.**—Shipment prices for new crop Belgian flowers are reported to be still very firm and again dearer and close up to 215s. per cwt., c.i.f. Some spot supplies are available at about 215s. to 220s. per cwt., duty paid.

**CLOVES.**—Spot is quoted unchanged, while forward is fractionally cheaper. Zanzibar, spot, 5½d.; shipment, October-December, 5d. per lb., c.i.f. paid.

The landings of Zanzibar in London during the week ended September 2 were 600 and the deliveries 240, leaving a stock of 2,053. From January 1 to date, landings of Zanzibar have been 3,838 and the deliveries 3,255. Landings of Madagascar for the week ended September 2 were nil, and the deliveries 18, leaving a stock of 1,028. Landings of Madagascar this year to date have been nil and the deliveries 128.

**COCOA BUTTER.**—Market is steady with prime English quoted from 9½d. to 10d. per lb., as to quantity.

**COCONUT (DESICCATED).**—The market is easier with business rather quiet. Spot, fine, 17s. 6d.; medium, 17s.; shipment, halves, September-October, 15s. 9d. per cwt., c.i.f.

**COD-LIVER OIL.**—There does not appear to be much business of importance moving. Norwegian is steady, with finest Lofoten steam refined non-freezing medicinal oil at 100s. per barrel, c.i.f., with small spot lots from 132s. 6d. per barrel,



ex wharf, duty paid. Newfoundland finest non-freezing medicinal oil, 132s. 6d. per barrel, ex store. British oil, non-freezing, finest medicinal quality, is being quoted by the makers at 125s. per barrel, c.i.f. London.

**COLCHICUM.**—Dealers are offering on spot root at 42s. 6d. per cwt., and new seed is now available at 2s. per lb.

**DANDELION ROOT.**—Continental root is quoted dearer to come forward in anticipation of a small yield of autumn-dug root.

**ERGOT.**—The shipment market for Spanish is firmly held at 1s. 8d. per lb., c.i.f., with the crop short and offers difficult to obtain. Some Portuguese old crop is available at 1s. 6d. per lb., in bond. Russian is available on spot at 1s. per lb., but there does not appear to be much demand for this source.

**GELATIN.**—Rather more inquiry with dealers' prices steady: spot, German, gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 11d.; plain label, 1s. 10d.; French, gold leaf, 1s. 10d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6½d. per lb., in cwt. cases.

**GINGER.**—West African is steady on a slower market at 22s. 6d. per cwt., spot. Jamaican is not quite so active, with prices ranging from 72s. 6d. to 107s. 6d. per cwt., as to quality.

**GUM ACACIA.**—This market is neglected, quoted unchanged: spot Kordofan cleaned sorts, 35s.; bleached, 70s. per cwt.; shipment, Kordofan cleaned sorts, 31s.; natural, 30s. per cwt., c.i.f. Shipment market is steady.

**HALIBUT OIL.**—Importers advise supplies available are limited with the price for 220/250 blue units firm at 9s. 6d. per kilo, c.i.f.

**HONEY.**—Business has been on a good scale with prices for all grades of Jamaican fully maintained. It is reported that stocks are below normal.

**HYDRASTIS.**—Prices are holding up after the recent declines, business slow: spot, about 5s. 3d.; shipment, about 4s. 6d. per lb., c.i.f.

**IPÊCACUANHA.**—The call for Matto Grosso is very limited with spot from 4s. 7½d. to 4s. 9d. per lb. Minas, 4s. 2d. to 4s. 3d. per lb.

**JALAP.**—Dealers are offering nine to ten per cent. root at about 11d. per lb.

**LOBELIA HERB.**—Some old crop is offering at 1s. 5d. per lb. New crop appears to be very short and is firmly quoted for shipment at 1s. 7d. to 1s. 8d. per lb., c.i.f.

**LYCOPodium.**—Supplies of Russian treble sifted are offering at about 2s. 10d. per kilo., spot.

**MANNA.**—No new season's prices available yet, but it is indicated that crop will be very small.

**MENTHOL.**—This market shows a further sharp decline, chiefly due to the depreciation of the yen. K/S brands on spot are nominal and irregular. The shipment market is badly down with September-October at 9s. 2d. and October-December about 8s. 9d. per lb., c.i.f. There has been some demand for goods afloat, for which from 9s. 9d. up to 10s., c.i.f., is quoted. On Thursday market was steadier: September-October, 9s. 3d.; October-December, 8s. 10½d. to 9s. per lb., c.i.f.

**MERCURY.**—There has been rather more inquiry for spot and forward and the market is steady. Spanish-Italian, first-hands, £9 5s. to £9 10s. per bottle, ex store. Shipment, f.o.b. Continent, about 42 dollars per bottle.

**PEPPER.**—Values are about level on the week and the market is steady with rather more business moving. Lampong, spot, 4½d.; shipment, October-December, 3½d.; November-December, 3½d. paid; January-March, 3½d. paid, c.i.f. Tellicherry, spot, 5½d.; shipment, September-November, 47s.; January-March, 42s., c.i.f. Aleppo, spot, 5d.; shipment, September-November, 45s., c.i.f. White Muntok, spot, 6½d.; shipment, October-December, 5½d.; January-March, 6d. per lb., c.i.f.

**PIMENTO.**—Business has been limited, values barely maintained forward: spot, 3½d.; shipment, September-October, 27s. 6d. per cwt., c.i.f.

**RUBBER.**—After further declines over the week-end the market improved with a fair business being done. Standard ribbed smoked sheet, spot, 3½d.; September, 3½d.; October-December, 3½d.; January-March, 1934, 3½d.; April-June, 3½d.; July-September, 3½d. per lb.

**SAFFRON.**—Values are steadily maintained and normal small business is being done: spot, prime B.P., 58s.; extra B.P., 54s. 6d.; super B.P., 51s. 6d. per lb., and slightly less for bulk quantities.

**SARSAPARILLA.**—Market is steady with some small orders placed: spot, native mixed colours, 1s. 1d. to 1s. 2d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

**SEEDS.**—ANISE.—Spot, Spanish, 52s. 6d. Turkish, poor quality offering at 40s. No Bulgarian. CANARY.—Market firmer. Mazagan spot offering at 15s.; Tangier, 13s.; Kenitra, 12s. LINSEED.—Spot market remains firm; Mazagan 18s. and

MOROCCO 17s. CORIANDER.—Market unchanged. 1929 crop, 15s. 6d.; wormy sold at 13s. 6d.; 1932 crop, in bond, 14s. 6d.; and 1933 crop, duty paid, sold at 16s. 6d. CUMIN.—No Malta to be had on spot; Morocco, 55s., spot, duty paid. FENUGREEK.—Morocco, 13s. 6d., duty paid, business done. CARAWAY.—Dutch firmer, 48s. 6d., duty paid, quoted. MUSTARD.—English, 26s. 6d. to 33s., according to quality.

**SENEGA.**—There is not much life in the market at the moment: spot, 1s. 10½d.; shipment, 1s. 8½d. per lb., c.i.f.

**SENNA.**—There is little to add to our review of the spot and shipment markets given last week. Tinnevely leaves and finest hand-picked Alexandrian pods are the strong features of the market. Prices for all grades of pods and leaves are as reported last week.

**SHELLAC.**—Values are level on the week. Business has been fair and the market is steady. Standard TN orange, spot, 63s.; fine orange, 70s. to 122s. 6d.; pure button, 72s. 6d. For delivery, TN, October, 56s.; December, 56s. 6d.; March, 56s. all sold. For arrival, TN, September-October, 51s. per cwt., c.i.f.

**SQUILL.**—Dealers are offering some fine white squills at about 26s. per cwt.

**TRAGACANTH.**—The returns for last month show that 650 packages were landed, 639 packages were delivered out of stores and the remaining stocks totalled 6,368 packages, compared with 14,725 packages at the end of August, 1932. The market continues generally firm with a sharp revival in demand for the medium to best medium qualities, with prices at an advance of nearly ten per cent. and stocks of these grades very restricted.

**TUBA ROOT.**—There is a steady demand for good testing root at fully former prices.

**VALERIAN ROOT.**—Dealers are offering spot root at about 55s. per cwt.

**WAX (VARIOUS).**—Business in these products shows no marked improvement; prices are about steady. CARNAUBA, fatty grey and chalky grey, 67s. 6d. in bond and 65s. c.i.f. Primeira, 144s. in bond and 128s. c.i.f. Mediana, 142s. in bond and 127s. per cwt. c.i.f. Bees', Benguela, 97s. 6d.; Abyssinian, 97s. 6d.; Calcutta, 115s. per cwt.

### Essential Oils, etc.

THE strength of the shipment markets for new crop French lavender, Brazilian bois de rose and Spanish spike is fully maintained. Sicilian hand-pressed lemon is again a point dearer for shipment. Japanese peppermint has slumped badly on the cheap yen. Java citronella is a poor market.

**ALMOND.**—A small business at former prices. English, cwt. lots, 2s. 6d.; smaller quantities, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller quantities, up to 2s. 7d. per lb.

**ANISE (STAR).**—Market continues quiet, with quoted values unchanged: spot, "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 9d.; in tins, 1s. 7½d.; in drums, 1s. 7d. per lb., c.i.f.

**APRICOT KERNEL.**—A fair interest is being shown in British-made, which is quoted at 1s. 4d. for cwt. lots and up to 1s. 6d. per lb. for small lots.

**BERGAMOT.**—The shipment market is well maintained although there is but little inquiry. Good brands quoted at 6s. 10d. to 7s. 2d. per lb., c.i.f., for last season's oil. Spot business seems to have been unimportant, with prices varying as to quality, from 6s. 6d. to 7s. 3d. per lb.

**BOIS DE ROSE.**—The shipment market for Brazilian continues very firm and many shippers have withdrawn from the market. New season's oil is now firm at 3s. 8d. per lb., c.i.f., in drums. It is reported that supplies at source are depleted, with substantial orders from the Continent. The spot value of old oil is about 4s. to 4s. 3d. per lb.

**CAJUPUT.**—This market remains quiet, with spot quoted at about 2s. 2d. to 2s. 3d. for B.P. 1932 quality; green, 1s. 10½d. to 2s. per lb., as to quantity.

**CANANGA.**—Shipment offers continue at about 6s. 3d. per lb., c.i.f., with occasional inquiry. Spot is about 7s. 6d. per lb., for small lots.

**CARAWAY.**—There has been little activity this week, with prices about unchanged. Continental, spot, about 10s. 6d.; shipment, about 9s. per lb., c.i.f.

**CASSIA.**—A better inquiry on spot, market quite steady. Spot, 3s. 7d. to 3s. 8d.; shipment, in drums, 3s.; in leads, 3s. 2d. per lb., c.i.f.

**CEDARWOOD.**—Inquiry is patchy but fairly good; market steady. Colonial, spot, in drums, 1s. 6d.; in tins, 1s. 8d. per lb. American, in drums, from 1s. 8d. per lb., for fair quantities.

**CINNAMON LEAF.**—There is still but small business in this product. Spot, about 2s. 9d. to 3s. per lb., as to quantity.

**CITRONELLA.**—Although the shipments of Java this year are a record, prices continue at a low level, with no sign of

recovery. Quoted in the region of 1s. 10½d. per lb., c.i.f., with spot about 2s. 4½d. for small lots, and less for quantities. Ceylon is about unchanged, with business lacking here. Spot, 1s. 11d. for small lots, with shipment about 1s. 5d. per lb., c.i.f.

CLOVE.—This market has remained dull but about unchanged in value. Madagascar, spot, 3s. 7d. per lb.; shipment, about 3s. per lb., c.i.f.

EUCALYPTUS.—There is a steady inquiry for this article and prices are well held. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., and less for large bulk quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—Bourbon to come forward is mentioned at about 21s. 6d. per lb., c.i.f., for genuine oil. Spot offers vary as to quality from 23s. to 24s. 9d., and some may be less. Algerian, shipment, 23s. 6d. per lb., c.i.f.

GINGERGRASS.—A little more inquiry; market steadier at about 5s. 8d. to 6s. per lb., as to quantity, spot.

JUNIPER BERRY.—A limited business at keen prices for quantities. Spot, about 3s. 2d. for bulk lots, up to 3s. 6d. per lb. for small parcels.

LAVENDER.—The recent reports of the much restricted crop are being confirmed in all directions and dealers here now report that the offers they are receiving for the best brands of genuine new crop oil, on current exchange rates, run from 11s. 3d. to 11s. 6d. and upwards per lb.

LEMON.—Recent improvement in the shipment market for Sicilian hand-pressed is well maintained with values again a point dearer at about 4s. 3d. to 4s. 5d. per lb., c.i.f. Stocks at source of genuine hand-pressed are very short. Machine-made is offered from 3s. 8d. to 3s. 9d. per lb., c.i.f. Values of spot oil varies as to quality from about 3s. 10d. to 4s. 6d. per lb. Californian continues to attract attention; spot, in large drums, 48 cents; in small drums, 49 cents per lb.

LEMONGRASS.—The shipment market is reported rather easier with the quotation now in the region of 3s. 4d. per lb., c.i.f. There are sellers of fair quantities on spot at about 3s. 6d. up to 3s. 8d. The tone here is not nearly so strong.

LIME.—Dealers' prices for new crop West Indian for shipment are about 29s. 6d. per lb., c.i.f. Some few small lots of old oil are available at 33s. 6d. per lb.

MANDARIN.—The stronger shipment market recorded last week is maintained at 13s. 9d. per lb., c.i.f. Spot, from 14s. to 15s. per lb., as to quality.

ORANGE.—Interest in the shipment market for Sicilian sweet is small but offers are keeping up at about 5s. 4d. to 5s. 6d. per lb., c.i.f., as to brand and quantity. Spot oil varies as to quality, but is generally rather cheaper compared with current forward values. French Colonial, spot, in small lots, about 3s. 6d. per lb. Californian continues to find some business; spot, one case, 61 cents; two or more cases, 56 cents per lb.

PALMAROSA.—Market is about steady, but inquiry here is small. Considerable business reported to have been done with America. Spot, 7s. 6d.; shipment, 7s. per lb., c.i.f.

PATCHOULI.—Some reports suggest better conditions in the shipment market, but the news is not definite. Spot is mentioned at about 7s. per lb. for small parcels.

PEPPERMINT.—Conditions in the market dealing with the Japanese product remain unsatisfactory, with a further sharp decline in values recorded, due mainly to the fall in the yen. Spot is irregular and nominally 4s. 9d.; shipment is now receiving some attention at the lower values. September-October, 3s. 4½d.; October-December, 3s. 1½d.; January-March, 3s. 1½d. per lb., c.i.f. On Thursday the market was a little steadier with all shipment quotations fully 1½d. per lb. dearer. American natural oil is now well held as quoted from 2 dollars 60 cents per lb., c.i.f., in drums, and the market has a tendency to recover.

PETITGRAIN.—Some occasional inquiry on a steady market. Spot, about 4s.; shipment is at about 3s. 5d. per lb., c.i.f.

ROSEMARY.—Bulk business is lacking here, market about steady. Good-quality oil from 1s. 6d. to 1s. 8d. per lb., as to quantity, spot.

SANDALWOOD.—English-made West Indian is attracting some attention: cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Genuine East Indian, first-hands, 20s. per lb.

SASSAFRAS.—Occasional inquiry for limited quantities; quoted from 3s. 6d. to 4s. 6d. per lb., as to quality. Artificial at cheaper prices.

SPEARMINT.—Dealers are offering spot at about 8s. per lb. for small parcels. Shipment prices are irregular.

SPIKE.—The shipment market for Spanish is fully maintained at about 3s. 5d. to 3s. 6d. per lb., c.i.f., and higher prices are being suggested at the source. Spot is offering at about 3s. 8d. per lb.

WORMSEED.—The market shows a further slight improvement with spot about 11s. 3d. and shipment about 10s. per lb., c.i.f.

### Fixed Oils, etc.

THESE products have experienced a poor week of business and most quoted values are rather cheaper, due, in some instances, to an improvement in sterling exchange rates. Linseed oil has fallen back and American turpentine is again cheaper. Palm oils are easier and dull. ACID OILS.—Business has been slow, but quoted values are about unchanged: coconut and/or palm kernel, 20s. 3d.; groundnut, 19s. 6d.; soya, 15s. 6d., spot. CASTOR.—Market is quoted unchanged, business rather poor: pharmaceutical, 46s.; first pressings, 35s.; second pressings, 32s. (barrels), cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 24s. 3d. (drums), c.i.f. COCONUT.—The shipment offers of Ceylon mill are again easier; deodorised steady: deodorised, 28s. 3d. (barrels), spot; Ceylon, 16s. 3d. (drums), c.i.f. COTTON.—Quoted values for all grades are substantially cheaper and the market is dull: deodorised, 25s. 6d.; common edible, 23s. 6d.; soapmaking, 23s. 3d.; crude, 22s. (barrels), spot. GROUNDNUT.—Business has been quiet with the market about level on the week: deodorised, 30s. 6d. (barrels), spot; crude Oriental, 22s. 3d. (drums), c.i.f. LINSEED (RAW, NAKED).—The market is quoted at lower values and business has been slow: on spot, 21s. 3d.; September, 19s. 9d.; September-December, 20s. 3d.; January-April, 21s. Boiled oil, spot, 23s. 6d. OLIVE.—Dealers report fair business being done at keen prices: edible, in tins in cases, 70s. per case of ten gallons; B.P., 4s. 6d. per gallon, in 40-gallon barrels. PALM.—This market has again been dull and values are still easier, but there is a better undertone at the close: Lagos, 15s. 7½d., c.i.f.; softs, 15s., spot; mediums, 15s. 9d., c.i.f.; hard, 16s. 3d., c.i.f.; bleached, 18s. 3d., spot. PALM KERNEL.—Fairly steady with business slow: deodorised, 27s. 3d.; crude, 19s. 9d., spot. RAPE.—Rather easier on a quiet market: refined, 31s. 9d.; crude, 30s. 3d., spot. RESIN.—Values are about level on the week, business quiet.—B, 13s. 6d.; D, 14s.; F/G, 14s. 3d.; N, 16s.; W/G, 16s. 6d.; W/W, 17s. per cwt., ex wharf. SOYA.—Business has been limited; quoted unchanged: deodorised, 27s. 6d.; crude, 24s. 3d., spot. TURPENTINE, AMERICAN.—Values are one shilling easier on the week, market quiet: total London stocks, 18,141 barrels: on spot, 48s. 6d. WOOD.—Hankow in barrels on spot is slightly cheaper at about 49s. 6d.

### Sudan Gum Acacia Exports

BOXALL & Co. report that the exports for July totalled 1,648 tons, compared with 1,437 tons in July, 1932. Exports for the period January-July, 1933, totalled 10,359 tons, compared with 10,794 for the same period of 1932. The chief destinations were as follows:—

DESTINATION	1932			1933		
	Jan.-June	July	Total	Jan.-June	July	Total
Great Britain ...	2,361	438	2,799	1,766	387	2,153
U.S.A. ...	1,226	204	1,430	1,589	285	1,874
France... ..	1,568	102	1,670	861	201	1,062
Germany ...	971	208	1,179	1,289	142	1,431
Italy ... ..	683	159	842	644	128	772
Belgium ...	478	68	546	596	102	698
Japan ... ..	339	35	374	556	40	596
Holland ...	422	38	460	365	77	442
Spain ... ..	222	38	260	165	42	207
Sweden ...	98	5	103	152	21	173
Norway ...	19	—	19	15	6	21
Australia ...	306	45	351	151	106	257
New Zealand ...	26	3	29	29	11	40
China ... ..	95	26	121	96	17	113
Canada ...	53	8	61	15	25	40
Denmark ...	61	4	65	41	4	45
Finland ...	17	5	22	24	—	24
Poland... ..	16	7	23	27	9	36
Rumania ...	10	2	12	32	1	33
Greece ... ..	22	1	23	26	10	36
Egypt ... ..	87	12	99	112	6	118
Argentina ...	94	3	97	93	5	98
Brazil ... ..	39	15	54	24	12	36
Other Countries in America ...	5	4	9	6	2	8
Other Countries ...	5	1	6	8	9	17

The export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
July, 1932 ... tons	1,335	10	92	1,437
July, 1933 ... tons	1,375	51	222	1,648
Jan.-July, 1932 ... tons	10,123	85	586	10,794
Jan.-July, 1933 ... tons	9,320	128	911	10,359



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## The New N.H.I. Formulary

SIR,—Permit me to correct one statement in my survey of the new edition of the National Insurance Formulary (*C. & D.*, September 2, p. 324). Relying upon information received from a responsible quarter, I stated that the new formulas in the book included all those which were formerly contained in the Middlesex Addendum. No copy of the latter was available for reference at the time of writing, and the information conveyed to me was in accordance with what had been anticipated as likely to happen. I now find, however, that only six of the fourteen Middlesex formulas have been adopted without change of name or material alteration in composition. Linct. Rub. has become Linct. Morph. Rub., Mist. Hamamel. Co. has disappeared, and Mist. Hexamin. Co. is only remotely represented by Mist. Sod. Phosph. Acid. Of the other five mixtures, Mist. Bis. Chlor. may be regarded as having a fair equivalent in Mist. Bismuth. Fort., Mist. Iod. c. Ipecac. in Mist. Pot. Iod. c. Ipecac., Mist. Ipec. Co. in Mist. Seneg. Ammon., Mist. Pot. Cit. in Mist. Pot. Bicarb. c. Hyosc., and Mist. Sedat. in Mist. Pot. Brom. et Strych. In a notice issued by the Middlesex Panel Committee, it is stated that the Middlesex Addendum will become obsolete when the new National Formulary comes into force on October 1, and that most of the formulas contained in it have been included in the National Formulary itself with modifications in some cases.

Yours faithfully,

JOHN HUMPHREY.

Harrow.

SIR,—The year 1933 will, as matters stand, go down to pharmaceutical history as one of far-reaching change and upset, and now we are faced with the revised National Insurance Formulary. From the analysis of the changes in the N.I.F., contributed by Mr. John Humphrey (*C. & D.*, September 2, p. 324) it would seem that the introduction of the revised version is going to cause more dislocation of routine work to the panel chemist than any other event, for from the "Synopsis of Changes in Formulas" it appears to be a new work rather than a revision. From the list given we see among the "Omissions," Mist. Ferri et Pot. Chlor., Mist. Gent. Alk. c. Nuc. Vom., Mist. Rhei c. Sod. Sulph., and Mist. Tuss. Acid., four of the most frequently prescribed mixtures. Have these entirely disappeared, or are they replaced by similar formulas under different names? A parallel instance arose when the present edition was first published. In the case of Mist. Expect. we are now to have two new ones, Alk. and Nig. This multiplication of similar titles is bad, as there is liable to be confusion, especially when the last abbreviation is written in such a way that it might be read for anything. We have this trouble already with Mist. Tuss., of which there are four varieties, and Mist. Bismuthi, with six different terminations. One thing is certain: this change will involve the chemist in expense and loss; the American fluid extracts are dropped, so that the stock of these will be wasted unless adequate time is allowed for the change over.

Faithfully yours,

MORE CHANGE (11/9).

## Travellers

SIR,—I agree with all that "Countryman" writes about travellers, or "representatives" as we must call them to-day (*C. & D.*, September 2, p. 318). Travellers in days gone by were an institution; now, in many cases, they are an incident only in the day's routine, because the number has increased to such an extent. As a general rule the modern representative lacks the personality of his brethren of forty or fifty years ago; it is not altogether his fault, but is due to this age of rush and hurry, which is not conducive to the development

of any other accomplishment than that of taking the order in the quickest possible time. I remember Mr. Akers of Maw's; I visualise him now. Top hat, frock-coat, clean-shaven upper lip and chin, but a fringe right round his face of red whiskers kept in mid-Victorian fashion, courtly, most friendly to us juniors, for whom he always had the kindly word. His visit was anticipated for weeks; his sample cases almost filled the front of the shop, and when he left his order was usually in the neighbourhood of £100. It is true that he called only once in every six months. There was also Mr. Goldsworthy, of Barron Harveys & Co., Mr. Layman, a partner in Wright, Layman & Umney, and many more names that will be remembered by older readers, names of men with a gift of selling that was never the result of a course in salesmanship. Representatives in those days seemed to possess traits of character that are not and, perhaps, cannot be met with to-day. I recall one man, a representative for a firm of drysalts, who was a reader of Carlyle and infected my "boss" with his enthusiasm. Another was an organist to a church in a Midland town, who talked Bach in between the taking of orders. Another was a gardener of repute in his home town, who sent on choice cuttings. Still another was an authority on dogs, and had a word to say to every canine visitor to the shop in a manner that endeared him to the said dog's master, or more often mistress. But there is no time for these interludes now. The average modern traveller knows his job, and there are certainly more pharmacists on the road than there used to be. Even now one hears occasionally of one such who will make up a batch of pills while waiting for the proprietor of the pharmacy; another will help to dress the window. To all pharmacists in business I would say: "Give the representative a sympathetic hearing, and always turn him down courteously if you have nothing for him." His job is not an enviable one even under the best conditions.—Yours, etc.,

COUNTRY CHEMIST (11/9).

SIR,— "Critique" begins his comments on "Travellers" (*C. & D.*, September 2, p. 318) by complaining about the number we get nowadays. If he were in a suburban neighbourhood he would probably find that in these slack times, on some mornings, it would seem almost as though more travellers entered the shop than customers. Admittedly travellers have to earn their living the same as the rest of us, but some of the younger ones sometimes leave a lot to be desired. It used to be considered an unwritten rule that a traveller should not enter a shop when the chemist was already interviewing another one; but latterly I have on several occasions had men butt in, and have had to intimate to them that they must wait their turn. "Critique" says he believes that some think they are conferring a favour by offering to book an order; not long ago one young man not only thought it but actually told me so. A more certain way of losing an order could not be devised. The representative I think I object to most is the one who tells me he is surprised that I am not ordering his particular line, and adds rather superciliously that Mr. So-and-so up the road has just given him a repeat order for half a gross, and that Mr. Blank round the corner sent him a wire for another gross as he had sold out. It is extremely strange that a line should be selling in such quantities within a hundred yards or so, and yet I have never even had an inquiry for it. Another type will produce his order-book and show you the duplicates to impress you with the amount of sales he has made; but as I do not know the length of time or the area over which these orders are spread, I am not easily persuaded. "Critique" is favourably situated in some respects, for he says that he is the only chemist in the town and that the doctors consult him; in my district the number of chemists runs into dozens, and the

doctors keep a firm hold on their patients. I agree with "Critique" that toilet men are the limit, but at the same time I cannot feel harshly towards them; they must have a very difficult job. Owing to the rapidity with which the travellers change, almost every journey there seems to be a new one on the round for some proprietaries, thus losing the personal touch with the chemist. But in spite of all our little annoyances, there are some of the senior travellers of the older firms who are very good friends to their chemist customers, and we miss them sadly when in due course they retire or pass on.—Yours truly,

CALLED ON (12/9).

## Legal Queries

*C. B.* (6/7).—In the absence of any agreement the accepted term of notice in pharmacy for qualified as well as unqualified assistants is one month, irrespective of how the salary is paid, whether weekly or otherwise, and this custom has been upheld in the Courts.

*A. W. H.* (10/8) intends to employ his wife in his business and to pay her a salary. What rates of contributions for Health and Unemployment Insurance will have to be paid? [A wife in the employ of her husband does not come within the scope of either scheme of insurance.]

*J. S. E.* (23/8) held a post as assistant for the past six years. During the last few weeks he has been paid only half wages, his employer saying that trade is bad. He has also been told that if he takes his holiday he will have to pay the fee of a locum as his employer cannot afford to do so. If his employer goes bankrupt, will he be able to claim all arrears of wages and also the amount of the locum's fee? [In the event of the bankruptcy of his employer, "*J. S. E.*" will be a preferential creditor for arrears of wages payable during the previous four months, up to an amount of £50, and an ordinary creditor in respect of any additional amount due. In our opinion he could not claim the sum paid to a locum, since his employer is under no legal liability to pay that amount.]

*J. F. T.* (23/6).—A house, held in the joint names of A and B, is mortgaged to C. Is it possible for the mortgage to be transferred to A without B deriving any benefit should he survive A? [We gather that it is A's intention to pay off the amount due to the present mortgagee and then have the mortgage transferred to himself. Since we do not think that it would be possible for A to be, simultaneously, mortgagor and mortgagee of the property, the proposed transaction would, in our view, operate as a discharge of the mortgage, from which B would benefit immediately; although, A would, presumably have a right of contribution against B in respect of the amount he had paid to the mortgagee. It seems to us that the best course would be for A, if he is in a position to do so, to buy B's interest in the property and, if need be, arrange for a fresh mortgage or for the present one to continue.]

*H. B.* (19/11).—You can only purchase industrial methylated spirits if you have first been authorised by the Commissioners of Customs and Excise to receive it. To get this permission you should apply to the local officer of Excise, who will give you a form which you must fill up, giving particulars of the estimated quantity of the methylated spirits you will require in the year and the purposes for which you want to use it. This form has then to be sent to the Board of Customs and Excise, Custom House, Lower Thames Street, London, and if they grant you permission to receive and use the spirits you will be furnished by the local officer with an official requisition book containing requisitions upon which you can order from an authorised methylator. The spirits will come to you with a permit attached. As regards mixtures containing resin, the law requires that if you use the spirits to make finish the mixture of the spirits and resin must contain at the time of delivery not less than three ounces of gum resin in every gallon of the mixture.

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

*O. H.* (10/98).—FREEZING SALTS.—We are not acquainted with the composition of the freezing mixture recommended for the machine you mention, but formulas for freezing salts are as follows:—

100 parts .. ammonium chloride	} = Temperature drop 23° C.
50 parts .. sodium carbonate	
300 parts .. water	
100 parts .. ammonium chloride	} = Temperature drop 27° C.
100 parts .. sodium carbonate	
300 parts .. water	
100 parts .. ammonium chloride	} = Temperature drop 31° C.
150 parts .. sodium carbonate	
300 parts .. water	

*H. M.* (4/98).—PORE ASTRINGENT.—For closing the pores after the removal of blackheads, the skin should be treated with either of the astringent lotions given below:—

I			
Witch hazel .. ..	..	..	3x.
Glycerin and borax ..	..	..	3j.
Menthol .. ..	..	..	gr. iij.
Rose water (conc.) ..	..	..	3j.
Alcohol (90 per cent.) ..	..	..	3j.
Distilled water .. ..	..	to	3xx.
II			
Alum .. ..	..	..	3ss.
Borax .. ..	..	..	3ij.
Glycerin .. ..	..	..	3ij.
Water .. ..	..	to	3xx.

Dissolve the alum in four ounces of boiling water and add the borax, a large vessel to be used because of effervescence. Then the remainder of the ingredients. Concentrated floral water can be used if an odour is required. This formula is not only slightly astringent but has also slight antiseptic properties.

*C. W.* (30/8).—PILE OINTMENT.—The following should prove suitable:—

Bismuth iodogallate .. ..	5 parts.
Zinc oxide .. ..	6 parts.
Resorcin .. ..	1 part.
Balsam of Peru .. ..	2 parts.
Soft paraffin, yellow.	
Hydrous wool fat—of each equal	
parts .. ..	to 100 parts.

Some prescribers prefer a larger proportion of soft paraffin.

*W. F.* (4/9).—Solidified iodine may be made from the tincture with from 5 per cent. to 10 per cent. of sodium stearate dissolved by heat and poured into suitable moulds. It must be kept fairly airtight.

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Reprinted from

"The Chemist and Druggist," September 15, 1883

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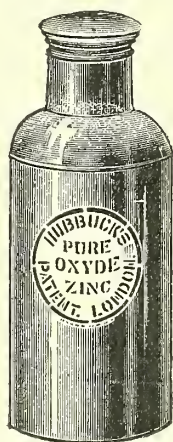
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**HARWOOD (CHEMISTS) LTD.,**

P.O. Box No. 9

**WATFORD,**

**HERTS.**

*Established 1880*

**H. E. STEVENSON & Co., Ltd.**

*Wholesale Export Druggists*

**10 Pancras Lane,**

**Queen Victoria Street, London, E.C.4**

**Cone : Ink Powders**

**Best Quality Inks made at a quite nominal cost.**

BRAND

**Okasa**

TABLETS

THE RECOGNISED LEADING

**HORMONE-GLAND Preparation**

**For the Treatment of all NEURASTHENIC DISORDERS**  
**SILVER FOR MEN — GOLD FOR WOMEN**

PRICES: Box containing 35 Tablets - 5/-  
" " 75 " - 10/-  
" " 250 " - 30/-

**SOLD ALL OVER THE WORLD**

**SHOWCARDS & WINDOW DISPLAYS AVAILABLE**

**LEWIS & MELCHIOR, LTD.**

**21 Evelyn Ho., 62 Oxford St., W.1 Tel. : Museum 9244**





## CHANGE of ADDRESS

### BAYER PRODUCTS LTD.

WE ARE MOVING OUR  
OFFICES and WAREHOUSES  
on SEPTEMBER 25th to

**AFRICA HOUSE, KINGSWAY, LONDON, W.C.2**

TELEPHONE: HOLBORN 8730 (6 lines)

Please note our offices and warehouse at 19 St. Dunstan's Hill, E.C.3  
WILL BE CLOSED ON SATURDAY, SEPTEMBER 23rd, 1933

## The Astounding "Repeat" Business of HERBARAS

### FACTS THAT WILL INTEREST YOU

There is a growing demand among critical people for a natural treatment for constipation ● This demand stimulated by our educational advertising has exceeded expectations ● In 3 months only, Trade "Repeat" business has increased by 823%! ● The Herbaras treatment is the emollient action of seeds of a selected plantago type ● It is being increasingly prescribed and recommended by the Medical and Nursing professions. ● THE GOODWILL OF EVERY LOCAL ORDER IS HANDED OVER TO THE LOCAL CHEMIST.

P.A.T.A.  
TERMS

1/9 (¼ lb. packet) - - 15/9 per doz.  
3/- (½ lb. " ) - - 27/- " "  
5/- (1 lb. " ) - - 45/- " "  
9/6 (2 lb. " ) - - 85/6 " "

All orders over £1 NETT sent Carriage Paid.  
Counter or Window Display Terms on application.

**C.D. CLYDE HOUSE,**  
489a Oxford Street,  
LONDON, W.1.

**JOHN W. LONGMAN LTD.**

Overseas Produce  
Merchants & Importers

## BURNSIDE'S AUSTRALIAN EUCALYPTUS OIL

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

### ALL B.P. GRADES

70/75% B.P.  
A specially rectified Oil of  
high and very uniform Quality

Packed in Cases and Drums

STOCKS IN LONDON

80/85% B.P.  
Distilled from E. POLYBRACHTEA  
The finest B.P. Oil obtainable

15 PHILPOT LANE  
LONDON, E.C.3

AGENTS FOR U.K.

**WILSON & MANSFIELD, Ltd.**

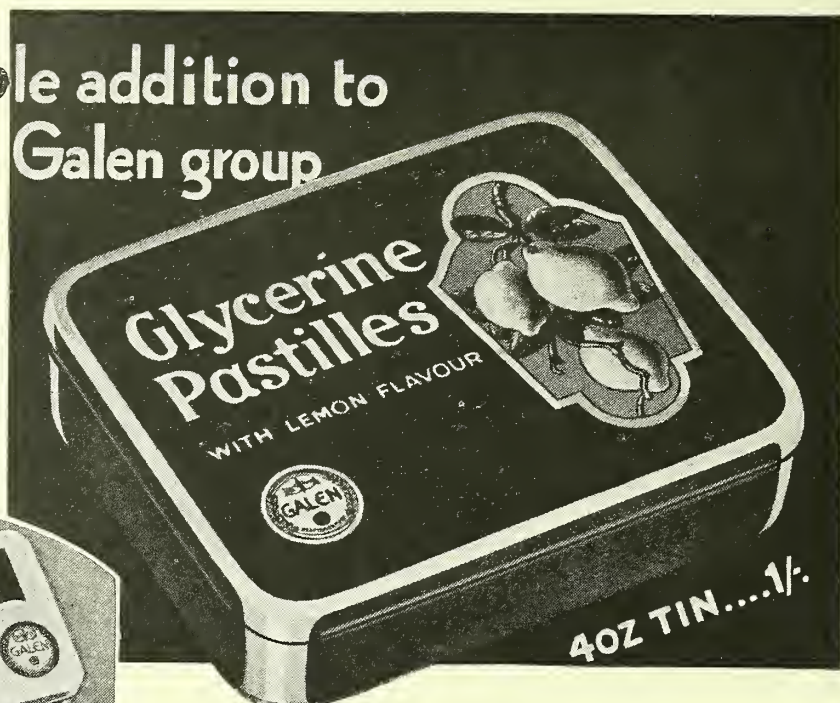
WHOLESALE ONLY

'Phone: ROYAL 4561/3

'Grams: WYFIELD, LONDON

All Grades can be relied upon to be Constant in Quality, Odour and Colour

An agreeable addition to  
the popular Galen group



#### GLYCERINE PASTILLES with Lemon Flavour :

The old-time favourite soother of tired and sore throats—glycerine and lemon. This new Galen pastille is recommended for the purity of its ingredients, convenient packing and reasonable retail price of 1/- per 4 oz. tin.

**CINNAMON LOZENGES:** An effective lozenge highly medicated with the purest oil of cinnamon. 6d. per tin.

**SISTER'S THROAT PASTILLES:** Enjoys a strong demand. A warming and soothing pastille of the Chlorodyne type. Packed in 4 oz. tins at 1/- each. Also in 6d. tins.

**MITCHAM MINTS:** Are hand-made lozenges with a high content of real Mitcham ol. menth. pip. 6d. per tin.

#### GLYCERINE & BLACKCURRANT PASTILLES:

A blending of real blackcurrant fruit juice and glycerine. The popular fruit throat pastille, welcomed for its agreeable flavour and efficacy. In 4 oz. tins at 1/-.



# GALEN PRODUCTS

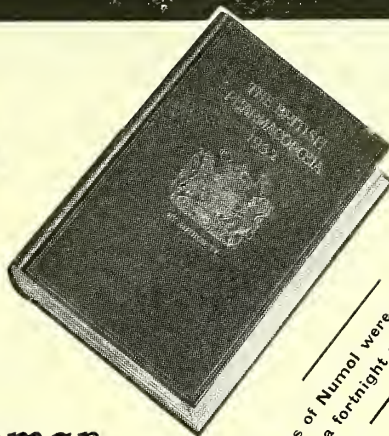
REGD TRADE MARK

Manufactured by  
**THE GALEN PRODUCTS CO., LTD.,**  
**STOCKPORT**



# CHEMISTS' ASSISTANTS

**WIN ONE  
of THESE**



84 jars of Numol were recently sold  
in a fortnight at one shop.

*and  
test your talents as  
a salesman or a saleswoman*

Would you like to make a little experiment with your sales talents and win a copy of the new Pharmacopoeia?

If so, get your employer to advise Numol Ltd., Newcastle-on-Tyne that you are entering the competition. An assistant's name must be registered before he or she is eligible to compete.

We shall then send your employer 4 cases of Numol and 1 dozen Pinelyptus Pastilles. \* (details below)

There is no charge for this until it is sold and then it is charged through your employer's usual Wholesale House.

You then go ahead and sell and, after the whole of the stock has been sold to users and paid for, we shall send you a copy of the new 1932 Pharmacopoeia free, and post free.

In some cases the supply has been sold in a week, but in any busy shop it should be cleared in a few weeks. Any not sold in 8 weeks will be taken back at our expense and only the actual quantity sold will be debited to your employer.

Only competitors who sell the full quantity of 4 cases of Numol and 1 dozen Pinelyptus Pastilles in 8 weeks will be entitled to the Pharmacopoeia.

**ONLY ONE COPY MAY GO TO  
ONE SHOP.**

## A FEW FACTS ABOUT NUMOL

The value of Numol has been definitely proved by scientific experiment, and over and over again, doctors and others have declared it to be the only possible article to use for certain types of cases. For malnutrition in any form it is invaluable, and unsolicited testimonials have been received from more than 3,000 people. One user described it as the Eighth Wonder of the World. Without any advertising at all it established itself in a permanent way in the medical world, and with a very small amount of publicity it has become known in practically every country. It is essentially an ethical product and it is just the type of article which a capable salesman can get a thrill from. It returns the Chemist a good margin of profit and justifies the salesman who talks superlatives across the counter.

2 dozen Numol	1 3 size	11/3	- per dozen
1 dozen - -	2/3 "	20/3	- " "
1 dozen - -	3/9 "	33/9	- " "
1 dozen - -	5/6 "	49/6	- " "
1 dozen Pinelyptus			
Pastilles - -	1/3 "	11/3	- " "

# NUMOL

# VEINOTROPE

**RADICAL TREATMENT of DISEASES  
of the VEINS and their COMPLICATIONS**

In Tablets—

Formula M - For Men

Formula F - For Women

Varicose veins, hæmorrhoids, phlebitis,  
venous congestion at the meno-  
pause and disorders of menstruation

A synergic medication based on organothera-  
peutic extracts irradiated with ultra-violet rays

**CONTINENTAL LABORATORIES, LTD.**

30 Marsham Street, London, S.W.1

"Taxolabs, Sowest, London."

Victoria 2041.

## Paraffinum Liquidum

ALL GRADES **B.P.**  
SAMPLES & PRICES

On application to —

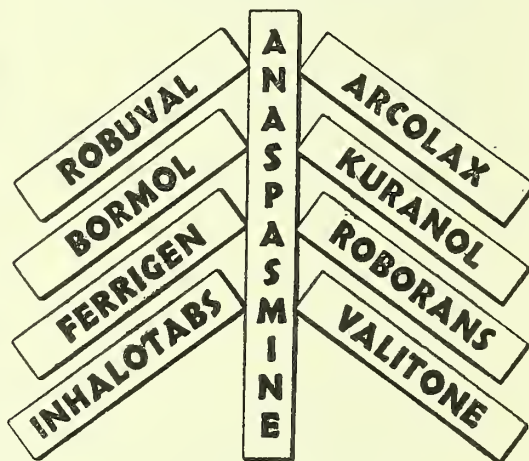
**STERNS LTD**

16 Finsbury Square London E.C.2

Telephone : National 7644 (7 lines).  
Telegrams : "Centumvir, Telew,  
London."

**WHOLESALE ONLY**

PREScribed LINES



Manufactured and Advertised  
to the Medical Profession by

**ROBERTS and CO.**

Pharmaciens to H.M. The King

76 New Bond Street, London, W.1

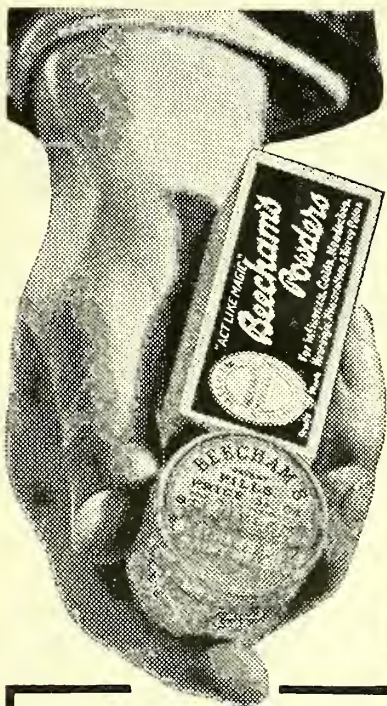
and at Paris

Phone : Mayfair 4173

Grams : Parilond, London



*to increase your*  
**DAILY PROFITS**  
*display*



**Beecham's**  
**PILLS**  
**AND**  
**Beecham's**  
**POWDERS**

### TRADE TERMS

#### BEECHAM'S PILLS

1/3 Size ... 11/9 Per Dozen  
 3/- " ... 28/- " "  
 5/- " ... 54/- " "

#### BEECHAM'S POWDERS

1/3 Size ... 11/9 Per Dozen  
 5/- " (Tablet Form) "

1/3 " ... 11/9 " "

#### BEECHAM'S COUGH PILLS

1/3 Size ... 11/9 Per Dozen  
 3/- " ... 28/- " "

Less 2½% Discount and 5% Window Display Allowance. Minimum Order £2-0-0 value. Monthly Account. All goods packed free and sent carriage paid. Stock more—show more and sell more Beecham's Pills and Beecham's Powders.

### BEECHAM'S PILLS

A leading seller for sixty years. They provide a quick turnover, good profits, no bad stock. Keep a showcard in window or on your counter.

### BEECHAM'S POWDERS

Beecham's Powders have the confidence of the public for Influenza, Colds, Chills, Headache, Lumbago, Rheumatism, Nerve Pains, etc. Made from the finest ingredients obtainable. Should be shown daily in your establishment.

**BEECHAM'S PILLS, LTD.**  
**ST. HELENS, LANCASHIRE.**

# W.B. DICK & CO. LTD



BY APPOINTMENT TO H.M. THE KING

**PARAFFINUM LIQUIDUM B.P.**  
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C.

**B.P. WHITE & YELLOW PETROLEUM JELLIES**

**WHITE AND HALF WHITE OILS**

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1  
Telephone - - - - - Sloane 3461 (7 lines)  
Telegrams - - - - - "Dicotto, Phone, London."  
GLASGOW, LIVERPOOL, NEWCASTLE,  
CARDIFF AND NEW YORK.

## PURE ORANGE WINE

### A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)  
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

## PARAFFINUM LIQUIDUM B.P.

**EXTRA HIGH VISCOSITY**

**HOLROYD'S OIL & CERESINE CO., LTD.**  
3 New London St., London, E.C.3. 'Phone: 3395 Royal.  
Wires: Errikotroy Fen.



REGISTERED FOR OUR  
WELL-KNOWN BRANDS  
OF CERESINE WAXES

# CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE  
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS  
OZOKERITE WAX ALL GRADES

## POTH, HILLE & CO., LTD.

6 Lloyd's Avenue, London, E.C.3

Works at  
Stratford, E.



# BEMAX BONUS OFFER

of

## THIRTEEN TO THE DOZEN

*available from 18th Sept. to 31st Oct., 1933*

The demand for BEMAX, the richest Natural Vitamin Tonic Food, is increasing every day. There is no substitute for BEMAX. Check up your stocks at once and study this Bonus Offer. Display BEMAX and make your sales grow. New and attractive showcards are now available.

Quantity	List Price per dozen	Bonus for 14 days' window display	YOUR profit on selling price
6 dozen 1/6 size (or equivalent) and upwards	13/-	13 to dozen	34%
3 " 2/6 " " "	21/3	13 to dozen	35%
1½ " 4/6 " " "	38/-	2 2/6 size to each dozen	35%
1 gross 2d. Bars " "	4/- per box of 3 doz.	13 to dozen	39%
4 dozen 6d. Cakes " "	4/- per box of 1 doz.	13 to dozen	39%
Minimum quantities supplied direct :— 6 doz. 1/6 BEMAX or equivalent (two 1/6 to one 2/6, or four 1/6 to one 4/6 size). 2d. Bars Chocolate—12 doz. or equivalent in 6d. cakes. Orders should conform to the following standard packs :— 1/6 size - 1 and 2 doz. 2/6 size - 1 and 3 doz. 4/6 size - ½ and 1 doz. 2d. Bars - 3 doz. 6d. Cakes - 1 doz. Carriage paid      Net Cash 30 days      Packing free			

The advantageous nature of this Offer is clearly shown by the above table. The profits are very generous and there is always a regular demand for BEMAX and BEMAX CHOCOLATE. It pays you to stock BEMAX since a quick and remunerative turnover is assured. **A new and greatly augmented advertising campaign, supported by intensive specialised propaganda amongst all doctors throughout the country, is being launched in conjunction with this Offer.** Avail yourself of this special Bonus to earn bigger profits by sending your orders NOW to our new Selling Agents in Great Britain and Ireland—

**J. C. ENO LIMITED, 160 Piccadilly, London, W. 1**

*You're bound to benefit from*

# BEMAX

**VITAMINS LTD., 23 UPPER MALL, HAMMERSMITH, W. 6**

# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**  
And All Other Grades To Suit Every Purpose.  
Prepared Chalk B.P. and Powdered Talc.

\*Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."  
**A. LEVERMORE & CO. LTD.** ABC Codes,  
110 CANNON STREET, LONDON, E.C.4. 6th Edition.

## LONDON COLLEGE OF PHARMACY

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C.

Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

**SPECIALISTS IN TRAINING PHARMACISTS**

**NEXT SESSION COMMENCES OCTOBER 4**

Preparatory Postal Courses P.S. and C. & D. available for Juniors and Apprentices before their college days.

Apply to the Secretary,

**361 CLAPHAM ROAD, S.W.9**

Telephone: Brixton 2161

# DYES!

**ENSURE SATISFACTION!**  
Buy from  
**WHITAKER & Co.**  
(KENDAL) LTD.  
The Chemists' Dye Specialists  
Kendal, Eng.



Always recommend—  
**LUTON Straw Hat Dyes**  
**AURORAL Cold Water Dyes**  
**WINNER Home Dyes**  
**WINNER Stocking Dyes**  
All our advertising directs the Public to their Chemist

# GUMS

**TRAGACANTH**  
and **ARABIC**  
As Imported or Finely Powdered

**WHITE SHELLAC**

**FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3**  
Telephone: ROYAL 5094

An ointment containing Bismuth Oxychloride in colloidal form.

# BISMURUNG

**THE BLYTHSWOOD CHEMICAL CO. LTD.** Brand  
213 West Campbell Street, Glasgow, C.2 Tel.: Douglas 5546

**E. JAMES & SON**  
(Successors to Eck & James)

Manufacturers of

Compacts, Face Powders, Perfumes, and all Toilet Preparations

Goods Manufactured Specially to Customers' Requirements

**516 London Road, Thornton Heath, SURREY**  
Telephone and Telegrams: Thornton Heath 1711

**PHOSPHATE OF SODA, Pure**

For Food Purposes

**ASK FOR SAMPLE AND PRICES**

**PERRY & HOPE, LTD.**

Forth and Clyde Chemical Works, NITSHILL  
Telephone: Giffnock 414 (2 lines). Telegrams: "Perryope, Nitshill."



**SHADEINE**  
FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.  
Trial size 8d. per doz. . . . . 6/-  
1/4 size, per doz. . . . . 12/-  
2/6 size, per doz. . . . . 24/-  
3/9 size, per doz. . . . . 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

# MAWSON FILTERS

The MAWSON FILTER Co., 20 Grainger St. W., Newcastle-on-Tyne

always give satisfaction. They eliminate all risk of water contamination. Simple in construction, they do their job efficiently at a minimum cost. They have a world-wide reputation. May we send you our descriptive list? Overseas enquiries specially invited.

# SUDEX FOR SENNA

Handpicked and carefully graded pods. Quantities and packing to suit individual requirements.

QUOTATIONS AND SAMPLES FROM

**The Sudex Co., Ltd., 21 Mincing Lane, E.C.3**

## NORTHERN POLYTECHNIC, London, N.7

Recognised Day and Evening Courses for PHARMACEUTICAL and 1st and 2nd Medical Degree Examinations.  
Day and Evening Courses in CHEMISTRY, PHYSICS, MATHEMATICS, BOTANY and GEOLOGY for Internal and External DEGREE EXAMINATIONS of the University of London.

Evening Classes for MATRICULATION subjects.

Facilities for RESEARCH WORK (day and evening) in Pure and Applied Science  
Special courses in RUBBER TECHNOLOGY and in GLASS BLOWING.

NEW SESSION begins 25th SEPTEMBER, 1933.

Full particulars on application to the SECRETARY.

**Cachet** CLOSING and FILLING **machines**  
**4/6 to 52/6**  
to suit all Dispensing Requirements.  
WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.



# A PERMANENT 'ASPRO' DISPLAY

## MEANS DOUBLE 'ASPRO' SALES AND MANY NEW CUSTOMERS FOR OTHER LINES AS WELL

'ASPRO' is the most powerfully advertised line of its kind in the world. Over 300 papers, with a total circulation of more than 32,000,000, carry the 'ASPRO' message several times monthly into almost every home in the country. Display 'ASPRO' continuously in your window and shop, and you will benefit from this enormous campaign just as though you paid for the advertisements yourself. Not only will your 'ASPRO' sales be doubled, but the display will bring new customers to your shop who will purchase other lines as well. This has been proved by many enterprising chemists. Write us to-day for our current window display and test it for yourself. You will see how quickly the public respond to the 'All-British' appeal of 'ASPRO.' There are also frequent changes of window stickers and giant cartons available.



'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents—

**GOLLIN & CO., Pty., Ltd.** ('Aspro' Dept.) SLOUGH, BUCKS.  
Phone: SLOUGH 608.

Made by ASPRO LTD., SLOUGH, ENGLAND.

No proprietary right is claimed in the method of manufacture or the formula.

**'ASPRO'**  
REG. TRADE MARK

# 'ASPRO' IS ALL BRITISH



**J. H. HAYWOOD, LTD.**

Castle Gate, NOTTINGHAM

Tel.: 40488 NOTTINGHAM

Established 100 years

Telegraphic Address: "APPLIANCE, NOTTINGHAM"

Surgical Appliance  
Manufacturers**Inventors of  
Seamless Elastic Hosiery***Specialities:***BELTS, TRUSSES (Spring and Elastic),  
SUSPENDERS, BRACES, DRUGGISTS'  
SUNDRIES****PRICES ON APPLICATION****"MOSANS"**  
Non-Greasy, Odourless  
**QUININE PESSARIES****15/-**  
per dozen  
boxes**RETAIL  
3/6****ORDER THROUGH ANY WHOLESALER.***Avoid Imitations and see the No. 332117 on each box.*

- You need only stock the full range of Southalls' Sanitary Towels to satisfy the needs of the vast majority of your customers.
- The "ORIGINAL" and most popular.
- The "CELTEX" soluble; easily disposed of.
- The "K." Made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED." For Travelling. A very popular line.

Southalls Bros. &amp; Barclay Ltd., B'ham

**SOUTHALLS**  
SANITARY TOWELS**Increase Your Developing and  
Printing Service.**

Make use of our really useful series of D. &amp; P. books, also our Printed Aids to Selling.

*Interesting range of samples post free.***BURALL Bros.**The Patent Label Factory,  
WISBECH, CAMBS.**THE "SAFEGUARD"****BRAND OF PREVENTIVES (Rubber Goods)**Are SUPPLIED to CHEMISTS & DRUGGISTS ONLY  
FINEST QUALITY HYGIENIC PACKING*Write for Samples and Prices.***BURGE, WARREN & RIDGLEY, LTD.**

91/92 GREAT SAFFRON HILL, E.C.1

Phone: Holborn 0050.

Telegrams: Druggund, Smith, London.

**"DUREX"****LIQUID LATEX PROTECTIVES****MADE IN ENGLAND****"A STANDARD LINE  
OF MODERN PHARMACY"**For samples (gratis) and prices  
write to**THE LONDON RUBBER COMPANY,****"ELARCO HOUSE,"****183, ALDERSGATE STREET,  
LONDON, E.C.1***Proprietors also of—*  
**"ELARCO" AND "BIRCON"**



**See  
BARNETT  
for BOTTLES**

Our new and improved 10-oz. registered design Eau-de-Cologne bottle with screw Bakelite Cap commands attention because of its different appearance. When filled it looks even more attractive and cannot fail to capture the interest of the customer. You'll find it one of your BEST sellers.

The toilet bottle illustrated, although it only has a 3-oz. capacity, actually gives the impression of being a 4-oz. bottle. This is another new achievement typical of the progressiveness of Barnett's. This bottle is ideal for display. Enquiries are invited.

**Every Type of bottle supplied. WHOLESALE ONLY**



**JACK L. BARNETT LTD.** 18 BASINGHALL STREET, LEEDS  
Phone: 28447.

*"Adaptocaps"*

*will give your bottles Distinction*

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

**The London Capsule Co**  
EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014



WE SUPPLY

**DECORATED TINS**

FOR PACKING

**OINTMENTS**

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

**THE CALDICOT TIN STAMPING WORKS LTD.**  
CALDICOT, Nr. CHEPSTOW, Mon.

**STOPPERS**

AND BAKELITE SCREW CAPS

200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**T. WEBSTER & Co., Ltd.** Telephone: Mountview 0952  
Diamine House, Middle Lane, Hornsey, LONDON, N.8

BUY **PYRAMID** CORKS **BRITISH**

are better than ever.


**6 and 8 oz.**

N.H.I. 5<sup>d</sup>. per gr.  
Ordinary 8<sup>3d</sup>.  
Fine 1/1<sup>1</sup>/<sub>2</sub> ,,  
Finest 1/8 ,,

10 gross carriage paid.  
20 gross - - less 5%.

Less 5% cash with order.  
Write for full Price List and Size Gauge.

**N. W. Mitchell & Snow, Ltd.**  
"The Cork Firm."  
Limehouse, London, E. 14.





# HOUSEHOLD NAMES THAT ARE HOUSEHOLD NEEDS!



THE TRUE TONIC FOOD

**SANATOGEN**

WULFING BRAND

**FORMAMINT**

**GENASPRIN**

THE SAFE  
BRAND OF ASPIRIN

**GENOZO**

BRAND  
**TOOTH PASTE**

It always pays to push these Genatosan lines. No products have a better reputation with the public for doing exactly what is claimed for them. And consistent advertising is constantly increasing an already great demand. Doctors prescribe them because they know they are trustworthy. Display them well and they will sell themselves.

Your profit on each line is really generous, particularly if you buy them on Direct Cash Terms.

If you have not yet taken advantage of these special terms, write to us for full details—they will be forwarded on return.

**GENATOSAN**

LIMITED

LOUGHBOROUGH, + LEICESTERSHIRE

Telephone : Loughborough 292. Telegrams : "Genatosan, Loughborough."



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

SEPT. 16,  
1933

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines=1 inch single column). (Box No., 1/- extra.)  
**MISCELLANEOUS (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)  
**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS.

must reach us  
not later than

**FIRST POST THURSDAY MORNING**

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO.

**56 LUDGATE HILL, E.C.4**

ESTABLISHED 1846

Telephone No.: CITY 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**SOUTH EAST LONDON**.—Middle and Working Class Cash Retail Business with large Panel; established about 100 years; returns last year exceeded £2,700; net profit over £600; accountants' figures; this year's turnover is at the same rate; double-fronted corner shop situate in commanding position on main road; new lease; rent of shop and living accommodation about £1 per week; price £1,500, or valuation terms entertained; ill-health cause of sale.

2.—**WEST END**.—General Good-Class Business in prominent position; established 20 years; returns present rate approximately £60 per week; increasing; very good prices are obtained; rent £400 per annum; held on lease; price £2,000 or near offer; any trial given.

3.—**KING'S CROSS (NEAR)**.—General Retail Business with Kodak Agency; established nearly 100 years; returns under the management of a lady last year £1,285; scope for increase; single-fronted main road shop; good living accommodation; rent £66 per annum; held on lease; price £750 or near offer; ill-health cause of sale.

4.—**MILL HILL (NEAR)**.—Light Retail Business with Kodak Agency, situate in very good position; returns last year under management £1,448; scope for increase under personal supervision; gross profit 36 per cent.; double-fronted shop, very nicely fitted and fully stocked; price £1,000, or valuation of stock and fixtures.

5.—**SURREY (FEW MILES OUT)**.—Middle-class Retail Business situate in growing area; Kodak and Selo Agencies and small N.H.I. Dispensing connection; returns present rate about £17 per week; increasing; single-fronted shop in main road; good living accommodation; held on lease; genuine reason for sale; price £475.

6.—**NORTH LONDON**.—Middle and working-class Retail Business; established over 60 years; returns under management approximately £1,000 this year; scope; single-fronted shop, well fitted and stocked; rent £57 10s. per annum; sub-let £65 per annum; genuine reason for sale; price £600 or near offer.

7.—**MIDDLESEX (FEW MILES OUT)**.—Chemist Business with Sub-Post Office, Kodak and Selo Agencies and Confectionery and Tobacco; returns about £26 per week, plus the remuneration from the sub-Post Office, which pays the rent of £78 per annum; six-roomed house, with private entrance and garage; conservatory and long garden; double-fronted shop, mahogany fixtures; price £1,100; genuine reason for disposal.

8.—**DORSET COAST**.—Light Retail Business with good Photo connection; returns average £42 per week for the last 52 weeks; turnover increasing; double-fronted shop situate in prominent position in busy main street; light oak fixtures and good working stock; vendor owns property and will sell same or grant a lease at a reasonable rental; good living accommodation, with bathroom; side entrance; valuation terms entertained; total price of business would be approximately £1,300.

9.—**MATLOCK (NEAR)**.—Medium-class Retail Business with Kodak, Ensign and Selo Agencies; increasing turnover; present rate £40 per week; net profit about £550; shop is situate in very good position in centre of industrial town; held on lease at reasonable rental; house available if required; further details on application; vendor moving South.

10.—**BOURNEMOUTH (SUBURB)**.—Light Retail Business with Kodak, Rexall and Ucal Agencies, situate in good position in vastly improving area; increasing turnover last year being £2,339; very good prices are obtained; large double-fronted shop, fitted in mahogany and fully stocked; modern living accommodation; property can be purchased or leased; valuation terms entertained.

11.—**BRENTWOOD (NEAR)**.—Good-class General Retail Business with Kodak Agency; increasing turnover, present rate being about £25 per week under management; the premises are situate in a very good position opposite a main-line station, and the area is growing rapidly; large shop, fitted in mahogany by Maws; modern living accommodation; vendor owns premises and will sell same or grant a lease on most reasonable terms; price, valuation of stock and fixtures only; genuine reason for disposal.

12.—**ADDISCOMBE (NEAR)**.—Good-class Family Business in present hands 31 years; returns approach £1,000 per annum; scope for large increase under energetic management; net profit last year £266; single-fronted shop in good position; three flats over shop sub-let at £2 15s. per week; vendor owns property and will sell same or grant a lease at £100-£120 per annum; price asked for business £900, or valuation terms entertained; serious illness cause of sale.

13.—**SUSSEX COAST**.—Middle-class Retail Business in marketing centre; Kodak Agency; established 1865; takings average £20 per week under management; double-fronted shop in good position; shop well fitted and fully stocked; rent £100 per annum; sub-lets amount to £49 per annum; accommodation can be had if required; price £850.

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3.—SOUTH COAST.—Old-established Chemist's Business; not seasonal; present returns over £20 weekly, under manager; plenty of scope; modern-fronted shop, with house; main-road position; rent £100, sublet £49; long lease; fully stocked; price £850.

4.—NORFOLK.—Unopposed Mixed Village Business; within easy reach of sea; returns £1,270; opening for N.H.I. and Optics; now run as Drug Store; large house and ample storage room, garden, &c.; owner leaving the trade; price £700 and £650 for freehold.

5.—ESSEX (50 miles out).—Good-class Business, showing steady increase; returns approach £1,650, under manager; well-fitted Pharmacy; fully stocked; rent £100; 15 years' lease; price £1,150; books audited.

6.—MIDLANDS.—Newly-established Business in small town; turn-over approx. £70 a month, under manager; population 5,000, with large district; one other Chemist; lock-up shop, rent £52 clear; price £400, bare value of stock and fixtures.

7.—LONDON, S.E.—Profitable Cash Retail, in thickly-populated district; no immediate opposition; returns last three years average £920; no panel; in addition P.O. attached yields £300 yearly; good house and shop; long lease; owner retiring; price £750 or offer; strongly recommended.

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(C2) DURHAM.—Established retail business, with good optical department, and full wine licence; average returns for past three years approximately £2,100 per annum, last year's figures being slightly under £2,000; net profit approximately £500; large N.H.I. (over 1,000 scripts monthly); property can be purchased, or a lease will be granted at a rental of £104 per annum, which includes good living accommodation, with garage; price required for business £975, including stock and fixtures, £575, which could be subjected to valuation if desired; further particulars, in strict confidence, to genuine prospective purchasers only.

(C3) SOUTH COAST.—Attractive double-fronted pharmacy, situated in very prominent position of progressive seaside town; present returns approximately £3,000 per annum, with considerable scope for further expansion; reasonable overheads and purchase price; good reasons for disposing; particulars, in strict confidence, will be forwarded to genuine prospective purchasers upon satisfactory evidence of personal interest.

(C4) WARWICKSHIRE.—Old-established pharmacy, with living accommodation, situated in pleasant country town; present returns, which show an increase over the previous year's figures, are at the rate of approximately £1,200 per annum; rent and taxes approximately £70; no near opposition; excellent scope for substantial increase, particularly in dispensing (private); reasonable purchase price.

(C5) SOUTHERN COUNTY.—Unopposed country pharmacy, with side-lines, situated near to London amid charming surroundings; turnover for 12 months ended July, 1933, upwards of £2,650; net profit £515; rent £60, including 6-roomed house; lease 20 years unexpired; purchase price asked £1,250, to include stock, fixtures, lease and goodwill; further particulars to genuine prospective purchasers upon satisfactory evidence of personal interest.

(C6) BOURNEMOUTH.—Double-fronted pharmacy, with living accommodation, situated in rapidly-developing residential area; present returns approximately £1,150 per annum, with abundant scope for further increase, including the introduction of optics if desired; rent £100 per annum; no near opposition; good connection in prescribing and sale of own proprietary lines; purchase price £850, all-in.

(C7) SUSSEX (POPULAR SEASIDE RESORT).—Attractive pharmacy with small flat above, situated on main road of prominent residential district; present returns £20-£25 weekly, with scope for early increase which will be well apparent upon inspection; rent £90; lease, 17 years unexpired; purchase price asked £850, including stock and fixtures approximately £650; this business is not seasonal, and is well recommended as constituting a sound, genuine proposition, with plenty of scope for development.

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(C9) CENTRAL WALES.—Very old-established pharmacy, situated in leading position; excellent scope for further increase and development over the present returns, which average £25-£30 weekly; rent, £40 per annum; living accommodation available if required; price for quick sale (all-in) £650 (near offer considered); exceptional opportunity for chemist with some experience of agricultural trade; further particulars, in strict confidence, to *bona fide* prospective purchasers only. A knowledge of the Welsh language is not essential in order to adequately carry on the business.

(C10) SURREY.—Established lock-up pharmacy, situated in pleasant and congenial district; present returns upwards of £1,150 per annum; living accommodation available within one minute of the business if required; rent and rates, including house, which is optional, £95 per annum, or if the pharmacy only is required, £40 per annum; reasonable purchase price.

(C11) £200 (ALL-IN).—Pharmacy, with living accommodation, situated in North London suburb; returns, including panel dispensing, approximately £20 weekly under management; good scope for further development with personal attention; rent, including 3-roomed house, at present sub-let, £75 per annum; lease 20 years unexpired; owner agreeable to allowing a trial period if necessary, prior to completion.

(C12) LONDON, N.W.—Recently established drug store (lock-up), with abundant scope for increase under qualified proprietorship; present returns approximately £12 weekly; premises well situated near to main shopping centre; price approximately £250 (all-in).

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**LANCASHIRE SEASIDE RESORT.**—Middle-class Cash Family Business for disposal; present takings £1,000 per annum; neglected under management; scope for considerable increase; reasonable rent; house with separate entrance attached; genuine reason for selling; price £200 for fixtures and goodwill, and stock at valuation. 500/29, Office of this Paper.

**LYNDHURST (NEAR).**—Death vacancy. Light Retail Business with Kodak and Rexall Agencies; returns last year £1,427; net profit averages £312 per annum; double-fronted shop, well fitted in oak and fully stocked; good living accommodation; the executors would prefer to sell the property; offers invited. Orridge & Co., 56 Ludgate Hill, E.C.4.

**LIVERPOOL SUBURB.**—Main thoroughfare; densely populated district; corner shop and house; Chemist's business; good living accommodation; private entrance to house; rent £2 per week, plus rates; property can be purchased if desired; reasonable price asked; owner retiring owing to ill health. Apply in first instance to X, c/o Messrs. Evans Sons Lescher & Webb, Ltd., Liverpool.

**LONDON.**—Modern Pharmacy for disposal; first-rate position in shopping centre; profits high; room for expansion; good reason for selling; takings £25 to £27 per week; rent £100 per annum; lease £21 years; price £650. 500/11, Office of this Paper.

**LONDON, E.1.**—Main-road Chemist Shop and Premises; modern front, fixtures and fittings; profit £450 per annum; price, stock, fixtures, fittings, £850; terms arranged; bargain; genuine buyers only. 500/17, Office of this Paper.

**LONDON, N.W.**—Well-situated in rapidly developing good-class residential district, near Tube Station in main shopping thoroughfare; attractively fitted, good stock; large D. & P.; Kodak Agency; returns £25-£30 weekly, increasing; price £950 or near offer. 500/19, Office of this Paper.

**MIDLANDS.**—For sale in important City, good position, established Chemist Business; good lease; continuous profits last three years; chartered accountant's figures available; fixtures, automatic machines and lease £350; stock about £250; can be acquired if desired on valuation, but optional. 498/32, Office of this Paper.

**NORTH LONDON SUBURB.**—High-class, beautifully fitted, large shop; turnover £2,500; low rental; excellent opportunity for Optics. Further particulars apply 498/20, Office of this Paper.

**SURREY, 17 miles out of London.**—Well-fitted Pharmacy; good, saleable stock; with modern house; in pleasant, growing neighbourhood; Kodak and Selo Agencies; present trade £16 weekly; definitely increasing, with good prospects; genuine reason for sale; price all-in £475. 501/40, Office of this Paper.

**WEST RIDING.**—For sale, excellent Chemist's Business; good turnover; busy main road position. Full details from H. Francis Orriss, Ltd., 63 Great George Street, Leeds, 1. Tele.: 24604.

**DRUG and Photographic Stores; Midlands;** growing village; nearest opposition 4 miles; waiting for Qualified Chemist small house attached; electric light; takings average £13-£14 weekly; moderate rent; price about £250, including good stock. 500/26, Office of this Paper.

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**FOR Sale, in Leytonstone, Chemist's Pharmacy,** nicely fitted, showing net profit £6 per week under management; could be improved with man on the spot; rent £40 per annum; rates £20; living accommodation; bargain; £350 for fixtures and fittings; stock at valuation, about £150; no agents. 500/34, Office of this Paper.

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**LOCK-UP SHOP, Barnsbury, district;** 19 years' lease unexpired; £60 inclusive rental; £300 or near offer, including stock and fixtures. Apply R. G. Davies, Solicitor, 388 City Road, E.C.1. (Clerkenwell 4171.)

**£160 ALL AT.**—Small well-stocked lock-up Business for disposal; established 5 years; average yearly takings £750, with N.H.I.; rent £1 inclusive; big scope for increase; well populated district; suit beginner; easily worked single-handed. Apply Beilby, 50 Shepherd's Bush Road, London, W.6.

**£120—LONDON, Notting Hill District;** a growing Chemist's Business offered at this low figure in order to effect speedy sale; working-class neighbourhood, thickly populated, and offering plenty of scope; lock-up shop; very low rental. Enquiries to "Advertiser," 36 All Saints' Road, W.11.

## BUSINESSES WANTED.

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**LONDON.**—Advertiser, with cash available for immediate purchase, requires a Sound and Genuine Business producing a minimum net income of £650 per annum; or suitable Partnership in larger concern, with ultimate succession, would be entertained. all replies treated with strictest confidence; banker's references exchanged. 500/6, Office of this Paper.

**WANTED.**—Chemist's Business, good situation, South of England town. Full details to H. Francis Orriss, Ltd., 63 Great George Street, Leeds, 1. Tele.: 24604.

**WANTED, at once, South of Birmingham, Cash Retail Business** returning upwards of £5,000 per annum; a very good price will be paid for the right concern. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

**WANTED immediately, a sound business with a turnover of** £3,000 upwards; South of England preferred, but not essential; must bear strict investigation; client is prepared to take over at once and can invest up to £3,000. Write in strict confidence to Berdoo & Fish, 41 Argyle Square, King's Cross, W.C.1.

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**HOUNSLOW.**—Main road position; Shop and Upper Part to let, without premium, at only £100 per annum; good opening for Chemist, &c. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone: Mayfair 7666.

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CHEMIST, Proprietor of Retail Business in town of 45,000 population, desires one or more Agencies; exclusive if possible. Apply 499/18, Office of this Paper.

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APPLICATIONS are invited for the post of Librarian. Applicants are required to be Members of the Society. Salary £250 p.a., rising by annual increments of £25 to £350; provision will be made for superannuation in accordance with the Society's staff scheme. Applications should contain the usual particulars of age, education and experience, with the names of three persons who will act as referees. They must reach the Secretary, the Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, W.C.1, not later than the first post on September 30, 1933. Envelopes must be marked "Librarian." Applicants may be required to attend for interview in London on Tuesday, October 3. Their telephone number (if any) should be given in their application.

## SITUATIONS OPEN.

## RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRIGHTON.—A local gentleman required, September 25, for 3 or 4 days' stock-taking. Apply Smithsons Pharmacy, 11 Preston Road.

DORSET—Qualified Man with car to carry stock, canvass and deliver orders in outlying districts; car allowance and commission, with minimum; permanency, with agreement, to gentleman of good address and experience; photo (returnable); date free and all details in first letter. 502/12, Office of this Paper.

LEIGH-ON-SEA.—Assistant, Unqualified, male; good all-round experience, Window-dressing, &c., good-class Dispensing and N.H.I.; please give full particulars and salary required; applications not answered in six days respectfully declined. 499/30, Office of this Paper.

LONDON, S.E.—Young Male Assistant, with general retail experience required for the collection and delivery of orders, able to drive a car; good prospects and easy hours for smart man; send full particulars, age, experience, wages, &c. 501/20, Office of this Paper.

LONDON Suburb.—Junior Assistant or Improver, of good appearance and address, reliable and obliging, for good-class Dispensing and Retail; must have an aptitude for Display and knowledge of Photography; state age, references, height, salary required, indoors or outdoors, and photo if possible. 501/22, Office of this Paper.

LONDON, W.10.—Wanted, Qualified Managing Assistant; married; free living accommodation over premises; age about 30; must be experienced, active, obliging and a good Salesman; good middle-class Dispensing and Family Retail Business; please give full particulars of experience, salary required; applications not replied to in a week declined with thanks. D. H. Owles, c/o J. R. Faulkner & Co., 173 Ladbroke Grove.

WEST RIDING.—Qualified Assistant; village business; Photographic (D. & P.); must be pleasant and obliging, good Counter, Window-dresser; opportunity coaching optical examination; state salary (moderate), experience, age; to man who is satisfactory and obtains optical qualification a managerial post will be offered within two years. Richardson, Chemist, Hebden Bridge, Yorkshire.

NORTH LONDON.—Qualified Man required shortly to manage neglected business in working-class neighbourhood; single-handed; honest, temperate and willing to "put his back" into the business; salary and commission; no photos or testimonials, please. 500/33, Office of this Paper.

SUSSEX.—Junior male Assistant or Improver just through apprenticeship required early in October for general duties; pleasing manner, good appearance. Apply by letter concisely—if unanswered in 10 days please consider declined—to: A. B. Sherren, Crawley.

SUSSEX COAST.—Lady Assistant, Qualified or good Unqualified, required, middle October, for good-class business, for Dispensing Counter and Window-dressing; apply with particulars of age, salary, experience, and photo if possible. Also Qualified Optician with or without Pharmacy qualification if accustomed to Pharmacy, for Locum, October 2 to 7 or 9 to 14. Particulars to 502/7, Office of this Paper.

WARWICKSHIRE.—Required shortly for modern Pharmacy: (1) Qualified or Unqualified Assistant, age 25-35; first-class Counterman, with modern Window-dressing ideas; good Photographic knowledge (sales and workroom) essential. (2) Young Qualified Dispenser used to brisk N.H.I. and good-class private. Both permanencies. Send full particulars, experience, height, date when disengaged, copies references, photograph (to be returned). Leslie H. Lester, c/o Lesters, Chemists, Nuneaton.

A QUALIFIED Assistant required for good-class business. Apply by letter only, stating full particulars of experience, age and salary required. W. Green, 156 Cromwell Road, South Kensington, S.W.7.

A YOUNG Qualified Lady required; South Coast; must be of good address; energetic and pharmacy-trained; state age, salary, previous experience; references essential; applications not answered in 14 days respectfully declined. 501/21, Office of this Paper.

APPLICATIONS are invited for the post of Assistant Dispenser (female) in a London Hospital. Intending candidates, who must hold the Pharmaceutical Society qualifications, should submit applications on or before September 23, 1933, stating age, experience and salary required, accompanied by copies of recent testimonials. The appointment will be probationary in the first instance, and travelling expenses will not be allowed to candidate who may be asked to attend for interview. Write Box 792, 8 Serle Street, W.C.2.

ASSISTANT, Male, unmarried, for Country town 50 miles from London; good Dispenser and of good address; sound references required; state salary expected and when free in first letter. 500/23, Office of this Paper.

ASSISTANT, Qualified, Lady or Gentleman, required for new business on South Coast; must be of good address and had Counter experience; permanency; send full particulars previous experience, references and salary required; applications not answered in 7 days respectfully declined. 501/210, Office of this Paper.

ASSISTANT (25-30); quick and accurate Dispenser, good Counter Hand and Window-dresser; all duties; must be capable of taking occasional charge; also young smart, Qualified to manage small branch, Surrey. 500/15, Office of this Paper.

## PHOTOGRAPHS, TESTIMONIALS, &amp;c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.



**B**RANCH Manager, country, wanted; Qualified; must have the following qualifications: Thorough knowledge of Agricultural Trade, good Prescriber, enthusiasm, personality, strict honesty; age about 35, married; a comfortable permanency for right man; easy hours; good house. Reply, stating salary required, to 500/36, Office of this Paper.

**I**MPROVER, Male, wanted for middle-class cash retail branch at N.W.1; must be smart, obliging and used to quick counter trade and N.H.I. Apply personally, J. B. Barnes & Son, 205 Knightsbridge, S.W.7.

**J**UNIOR Assistant required for medium-class business; N.H.I. Dispensing and Counter; knowledge of Optics an advantage. Apply R. E. Baldry, 372 Harrow Road, W.9.

**L**ADY Assistant required for high-class family dispensing business near London; must have personality and good address; particulars of age, height, experience, salary required, references and photo (returnable); applications not answered in seven days respectfully declined. 500/10, Office of this Paper.

**M.P.S.** required; Optical qualification an advantage; good Window-dresser and Counter knowledge; Wembley district; permanency; able to manage shop; good personality; punctual; write stating age, full particulars, salary, experience, &c.; photo required. 460/19, Office of this Paper.

**P**ATHOLOGICAL Assistant and Dispenser wanted (joint post) for Hospital with 112 beds; pharmaceutical qualification; salary £175 per annum; non-resident. Applications to be sent in by September 18 to the Secretary, West Suffolk General Hospital, Bury St. Edmunds.

**Q**UALIFIED Chemist (Midlands) required immediately, with view to succession in near future; capital required about £150; this affords an opportunity for an ambitious man to get in business on his own account. References and salary to 501/31, Office of this Paper.

**Q**UALIFIED Junior Improver required, at once, for shop in North London; usual particulars, with photograph (if possible). 499/38, Office of this Paper.

**Q**UALIFIED Lady, Retail and Dispensing; state age, salary, &c., first letter; for S.E. London. 501/30, Office of this Paper.

**Q**UALIFIED Manager wanted for small neglected branch; single handed; usual Lincs trade, plenty N.H.I.; must be accurate Dispenser, &c.; give full particulars as to age, salary, and when at liberty. Jacques, Chemist, York Street, Heywood.

**R**EQUIRED early October, reliable Qualified Male Assistant, not over 25 and of good personal appearance; must be courteous Counterman, accurate Dispenser and well experienced in making novel and attractive Window Displays; only men accustomed to high-class trade need apply; for Guernsey, Channel Isles. Write, enclosing photo, references, and state wages required. 498/30, Office of this Paper.

**T**EMPORARY Assistant wanted, commencing 17th or 18th instant. Gaffin, Kingsway Buildings, Kingsway, Didsbury, Manchester.

**U**NQUALIFIED, experienced, female Assistant wanted for Drug Department. Apply by letter stating age, experience, and wages required, not later than first post September 21, to Cleckheaton Industrial Co-operative Society, Ltd., endorsed "Pharmacy."

**U**NQUALIFIED man (21-25), with general experience. Call Saturday afternoon or Sunday morning, or write 59 Hillside, Stonebridge Park, N.W.10.

**W**ANTED, an Unqualified male Assistant for the Drug Department, Window display, Counter work and Photographic experience essential; N.U.D.A.W. scale of wages paid; applications, stating age, experience and enclosing copies of recent testimonials to be in not later than first post Friday, September 22. Meltham & Meltham Mills Co-operative Society, Ltd., Midway, Huddersfield Road, Meltham.

**W**ANTED.—J.C.Q.O. Optician with some Pharmaceutical experience. 501/26, Office of this Paper.

**W**ANTED, Smart young Unqualified Assistant for Counter and Dispensing; must be accustomed to high-class Pharmacy; applications by letter only. 31 Green Lane, Northwood, Middlesex.

**W**ANTED, Young Lady Assistant, with Counter experience. James & Co., 388 Uxbridge Road, W.12.

**Y**OUNG Lady Assistant, must be capable Dispenser with good experience of retail trade. Apply, with full particulars, age, experience, salary required, &c., to E. Collinson, Chemist, Timperley, nr. Manchester. Letters not answered within a week respectfully declined.

**Y**OUNG, Qualified Lady required October 1 for light Retail and Dispensing business; easy berth; Gloucester district; state age, experience and salary (moderate to start), also enclose photo (snap); applicants unanswered in 7 days respectfully declined. 500/38, Office of this Paper.

## WHOLESALE.

**A**N opportunity arises for first-class Salesmen only with established connection amongst Chemists, Hairdressers and Stores; applicants must be keen, energetic, prepared for hard work and not over 35; write first place, enclosing references; no interviews. Sales Manager, The Impex Co., 9/15 Leonard Street, London, E.C.2.

**L**IVE Salesmen to cover (1) West of England, South Wales; (2) four Northern Counties; resident on the territory; having own motor-car; for well-known house; packed goods and proprietaries; excellent opportunity for an enterprising salesman who is well known and can really sell; applications from men handling one or two other lines would be entertained. Full details and experience to 228/197, Office of this Paper.

**M**EDICAL Representation.—A vacancy occurs on the staff of a leading firm for a young Pharmacist to call upon Doctors in the Home Counties to introduce biological and medical specialties; applicants need to have had experience in high-class Pharmacy. 227/193, Office of this Paper.

**O**RGANO-THERAPY.—A North of England Manufacturing Firm require a Laboratory-trained Chemist with Pharmaceutical Qualifications who specialises in Organo-Therapy; age under 35. Apply, stating salary, experience, capabilities, to 498/29, Office of this Paper.

**P**ILL AND TABLET MAKER.—John Richardson & Co. (Leicester), Ltd., require a fully competent Pill and Tablet Maker; must thoroughly understand the various processes of coating and be sufficiently experienced to exercise control of the department; applicants will please give full particulars of past experience and remuneration required.

**P**ROVINCIAL Representatives (except South Coast and West Country) required by Manufacturers of Toilet Products and Hairdressers' Sundries; knowledge of trade and connection essential; no objection to another line unless directly competitive; must run own car; terms, 15 per cent. commission and travelling expenses; reply stating full particulars. 228/196, Office of this Paper.

**R**EPRESENTATIVE for Yorkshire and North-East Coast required to call upon Doctors, Dentists, Veterinary Surgeons and Chemists with high-class British Proprietaries. Applications will only be considered from gentlemen owning a Doctor's and Veterinary connection recently worked. State age and firms previously represented, and supply details of importance in first letter. Apply "T." 227/162, Office of this Paper.

**R**EPRESENTATIVES required, on commission, for London and Home Counties, with connections among Chemists and/or Hairdressers, and who are already carrying other lines, for new patented tooth brush with unique selling points. Coronation Wholesale Co., Ltd., Eagle House, Jermyn Street, S.W.1.

**W**ANTED, by independent British manufacturers, Representative to sell branded and unbranded lines in Hot-Water Bottles, Air Pillows, Hospital Sheetings, Air and Water Beds, Gutta-percha Tissue, Sponge Bags, &c. 228/194, Office of this Paper.

**W**ANTED, Smart Lady (about 25) for West-End Wholesale Showroom; fully experienced in Foreign Fancy Goods; capable Stock-keeper and Saleswoman; buying experience. Apply Nageles, 8/12 Edward Street, Wardour Street, W.1.

## SITUATIONS WANTED.

### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.**—M.P.S. (24); thoroughly experienced, capable, reliable; Manager or Assistant; used to highest-class business. "Chemist," 65 Haven Lane, Ealing, W.5.

**A.A.A.**—QUALIFIED (33); single, tall, abstainer, keen all-round experience; city and country; Dispensing, Prescribing, Photographic, Window-dressing, Counter; Manager last position over 5 years; disengaged owing to sale of business. 63 Cannon Hill Lane, Merton Park, S.W.20.

**A.A.A.**—M.P.S., Scot (26), desires permanency, Manager or Assistant; experienced all branches; highest testimonials; interview any time. 501/39, Office of this Paper.

**A.A.A.**—Qualified, Scot, desires situation, preferably West or North-West London, Manager or Assistant; excellent experience and references. 502/13, Office of this Paper.

**A.A.A.**—QUALIFIED (24); single, 6 ft., well educated; experienced all branches; desires permanency; anywhere; free October 9. 499/19, Office of this Paper.



**A.A.A.**—QUALIFIED Young Man, smart and energetic, desires post as Manager or Assistant; experienced London and Provinces; excellent testimonials; free October 1. Freedman, 32 High Street, Littlehampton.

**A.**—QUALIFIED (24); efficient, energetic, trustworthy, experienced in all branches, capable of taking full charge; London and Provincial experience; disengaged October 2. D. Leigh, 22 Mushroom Street, Leeds, 9.

**A.**—TRUSTWORTHY Assistant; excellent experience, including Optics and Surgical Fitting; full or part time; age 44, height 5 ft. 8½ in.; would invest up to £600 in sound business. 500/13, Office of this Paper.

**A** QUALIFIED Manager, over 20 years' experience, desires permanency, London or Suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** SMART Unqualified Assistant (21) desires post; excellent all-round experience; quick and accurate Dispenser; first-class Salesman; irreproachable references. Reply, L. Gold, 491 New Cross Road, S.E.14.

**A** S ASSISTANT.—Qualified (24) seeks position in London; excellent City and general experience; capable of taking charge; free end September; excellent references. "Energen," 8 Craven Walk, N.16.

**A** S MANAGER, Assistant; tall, energetic, highly recommended; Photography; abstainer, keen business man; unregistered; W.E. experience; permanency; disengaged. MacLellan, Wotton-under-Edge.

**A** S Manager or Assistant; Pharmacist (24) requires progressive position; very highly recommended. Winson, 1 Hardwick Road, Sherwood, Nottingham.

**A** S Qualified Manager or Assistant (27); in London area; best references; good-class Dispensing business; decent salary. 502/23, Office of this Paper.

**A** DAPTABLE, thorough, conscientious, hard worker; ex-manager Continental Pharmacy; fluent Italian, working knowledge French; Retail or Wholesale; good Stock-keeper; Drugs, Sundries, Proprietaries; able staff controller; requires position where abilities can be effectively used; disengaged. "Siena," 59 Fairway, North Wembley.

**A** NYTHING, anywhere; Scot, Qualified, tall, single (27); thorough middle-class experience. Chemist, 85 Burnley Road, Ainsdale, Southport.

**A** SSISTANT (Lady), Unqualified, energetic, capable, requires post, London; thorough knowledge Dispensing, Counter, Book-keeping; accustomed to taking charge. 501/3, Office of this Paper.

**A** SSISTANT (23), Unqualified; very smart, capable and willing; Dispensing, Photography, Counter and Windows; at present engaged; 3 years; earnestly desires position nearer home; Croydon or district preferred, not essential. Bernard, 300 Holmesdale Road, South Norwood, S.E.25.

**A** SSISTANT (21) requires evening post from September 24, S.W. district preferred; quick, accurate Dispenser; used to heavy N.H.I. and brisk Counter. Norman Rider, 37 West Hill, S.W.18.

**A** SSISTANT (22); Unqualified; 4½ years' experience; Dispensing, Counter, Window; excellent references; free October 7. Thomas, 17 High Street, Cardigan, S. Wales.

**C** APABLE Assistant (23) seeks berth; Unqualified; excellent experience and references; energetic; trustworthy. Write "Ephedrine," 51 Shirley Road, Manchester, 8.

**C** OUNTERMAN, Dispenser, Window-dresser; long experience all branches; well recommended; London preferred. Unqualified. 51 Norlington Road, Leytonstone, E.11.

**D** ISPENSER, with knowledge of Medical Book-keeping, Practical Bacteriology, and routine work of Public Health Laboratory, requires post in or near London. Miss Wight, 72 Leith Mansions, W.9.

**D** RUG STORE.—Management required; view purchase or partnership; highest credentials; thoroughly experienced all branches; good Prescriber; London preferred. P.C.B. 90/14, Office of this Paper.

**D** URING October, Unqualified Assistant (20½), tall, good appearance, with City experience, wants temporary engagement. 498/31, Office of this Paper.

#### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

**F.B.O.A.** J.C.Q.O. (27); Pharmaceutically Unqualified; temporary or permanency; thoroughly experienced in all branches. Wisbey, 59 Queens Walk, Peterborough.

**F. S** PEAR, Chemist, Plymouth, recommends his late young lady Apprentice (Part I) as capable, trustworthy Junior Assistant and Saleswoman; Western Counties preferred. R. Jackman, 252 Beaumont Road, Plymouth.

**F** REE September 16; locum or permanency (age 21); experienced all branches; quick N.H.I. and Counter trade; also 2 years' Harrogate experience. "M.P.S.," 50 Westover Road, Bramley, Leeds.

**J** UNIOR Assistant, Unqualified; capable Dispenser and Counter-man; excellent training and references; age 21. Law, Brenda, Margate Road, Ramsgate.

**L** ADY Assistant (Hall); 9 years' first-class experience; Pharmacy trained; reliable Dispenser, good Saleswoman; excellent references. Prince, 22 Narcissus Road, N.W.6.

**L** ADY Dispenser-Book-keeper, Hall certificate, requires employment early in October; willing to assist with other duties; anywhere. 501/19, Office of this Paper.

**L** ADY Dispenser (Hall) seeks post with Doctor; excellent experience and references. M. C., White Cottage, Alverstone Avenue, East Barnet.

**L** ADY Dispenser (27), Hall, requires change; Doctor or Chemist; present position Chemist, four years; good references. 495/33, Office of this Paper.

**L** ADY Dispenser-Book-keeper (Hall); 8 years' excellent experience; Counter, Photography, Stock, Typewriting; thoroughly reliable, capable, energetic; not afraid of work; fine references; desires change. "E. M.," 61 Oakfield Street, Cardiff.

**L** ADY Dispenser (Hall) urgently requires post (daily); experienced Doctor or Chemist. G. M. S., 11 Colville Square, W.11.

**L** ADY, Qualified, disengaged, seeks post, Manchester area preferred; excellent references and experience; Hospital trained; City retail experience. Reference 623, 77 Oxford Street, Manchester.

**L** ADY, Unqualified (25); good all-round experience. D. M., 36 Longstone Avenue, Harlesden, N.W.10.

**L** OCUM or Permanency; disengaged; experienced; responsible, trustworthy; open to progressive managership. Frank Clarke, The Bryn, Christchurch, Newport, Mon.

**L** OCUM or Permanent; Unqualified; age 40; single; good Dispenser and Counterhand. Fort, 28 Kitson Road, Camberwell.

**M** IDDLE-AGED Man seeks post Doctors' Dispenser, Book-keeper; experienced; excellent references. H. Stephen, 1 Alexandra Road, Bedford Park, W.4.

**M.P.S.** (22), Welsh, seeks situation; matriculation and a good training; N.H.I. and Hospital Dispensing; sound knowledge of Photography, Salesmanship; disengaged. 501/32, Office of this Paper.

**P** ART-TIME.—Assistant attending classes at Bristol for qualifying examination requires evening and/or Saturday afternoon work; best references; 5½ years' experience. W. D. S., 2 Westway Parade, Malvern Road, Bournemouth.

**P** ART-TIME duty required; available immediately; evenings, Saturdays, Sundays all day; previous London experience; age 22; 6 years' total experience. Bowen, c/o Jones, Chemist, Cowell Street, Llanelly, Carmar., Wales.

**P** ART-TIME employment required in London, evenings and/or Saturdays while studying; age 20; 4½ years' retail experience. Green, 127 Wolsely Road, Southtown, Gt. Yarmouth.

**P** ART-TIME Employment required while qualifying; evenings from 5.30 and/or Saturdays any time; age 21 years; 5½ years' experience in Retail Pharmacy. Champion, 17 Oscar Street, S.E.8.

**P** HARMACIST (25), tall, desires situation in West End or City Dispensing Business; last situation 4 years. 57 Dorset Road, Ealing.

**P** HARMACIST, 26 years, with nearly 7 years London and Provincial experience, free early October, requires management or senior position; excellent references and goodwill of all with whom he has come in contact; keen, all-round man; Counter, Dispensing, Photographic and some Optics. Chemist, 5 Saumarez Street, Guernsey, C.I.

**P** UBLIC School Man (22); tall, good appearance; 4 years' high-class Pharmacy; as Qualified Assistant. Flory, Isleham Vicarage, Cambs.

**Q** UALIFIED Dispenser; high-class experience; Locum or permanent; available September 18. Martin, 4 Stephens Court, St. Stephens Road, Hounslow.

**Q** UALIFIED Lady (25), experienced in all branches, requires situation, locum or permanency. 500/28, Office of this Paper.



**QUALIFIED**; middle-aged; all-round experience; excellent references; disengaged shortly; £3 10s. weekly, outdoors; country or country town preferred. 500/30, Office of this Paper.

**QUALIFIED** (25), Scot, tall; 8 years' experience in all branches, including managerial (London and country); accurate Dispenser; Photography; as Branch Manager or Assistant; disengaged September 30. 501/18, Office of this Paper.

**QUALIFIED** (22) desires situation in High-class Pharmacy; disengaged end September; highest credentials. Norman Hart, 24 Cumberland Avenue, Grimsby.

**QUALIFIED** (27); thoroughly experienced; highest references; seeks Evening Post; London. Chemist, 38 Sinclair Road, W.14.

**QUALIFIED** (35), as Locum, Manager or Assistant. Chemist, 62 Sydenham Road, Guildford, Surrey.

**QUALIFIED** (24), experienced, reliable, tall, energetic, single, requires post, Manager or Assistant, in London; S.W. preferred. 498/12, Office of this Paper.

**QUALIFIED** (43); Permanency or Locum; disengaged. Smith, 72 Strahan Road, E.3.

**QUALIFIED** (52) desires post, not London; tall; disengaged; salary £3 10s. week. Statim, 501/23, Office of this Paper.

**QUALIFIED** (25), single, Manager or Senior; 8 years' good-class experience; London preferred. 75 Gayville Road, S.W.11.

**QUALIFIED** (24), single, experienced Dispensing, Counter, Windows; London and provinces; excellent references; desires situation in High-class Pharmacy; disengaged end September. Collins, 23 Cowlesley Lane, Huddersfield.

**QUALIFIED** (30), with small capital, seeks position as Manager, view to succession (not essential); excellent references; business builder. Chemist, Pier Pharmacy, Felixstowe.

**REORGANISATION**.—Mr. R. A. Evans, M.P.S., wishes to recommend his Unqualified Assistant, Mr. W. R. Fisher, F.S.M.C., to any prospective employer requiring a thoroughly competent man. Write c/o 110 Seven Sisters Road, N.7, or phone North 3081.

**ROTARIAN** desires to place his son as an Improver with a Rotarian in a good-class business. Full particulars from 499/20, Office of this Paper.

**STOCKTAKER** desires post, permanency, London or South of England. A. E., 23 Nursery Road, Merton, London, S.W.

**UNQUALIFIED** Lady Assistant, Counter and Dispensing, Locum or permanency. Swan, c/o Asbley House, Endsleigh Gardens, W.C.1.

**UNQUALIFIED** (28); married; good appearance; tall and well educated, disengaged soon; 12 years' sound business experience; competent Dispenser; good Window-dresser; reliable Counter-man; first-class knowledge Photography (sales and workroom); capable and energetic Assistant; anywhere. Watson, 52 Church Street, Cromer.

**YOUNG** Lady, 5 years Dispensing and Counter (2 years Spa), desires post, Wrexham or within daily travelling distance. 498/36, Office of this Paper.

## WHOLESALE.

**AS** Representative for first-class firm; disengaged October 1; Chemist; territory: Wales and West of England. F. H. S., Tironia, Buttern Road, Rhyl.

**AMBITIOUS** Unqualified Gent (24), tall, anxious to start as Representative of Wholesale Firm; excellent Salesmanship experience in 7 years retail chemists' shops; hard-working, keen, tactful and resourceful; engaged, available short notice. 502/9, Office of this Paper.

**EXPERIENCED** Salesman, young, seeks post as Representative, South of England; car; excellent references; Kent. 500/37, Office of this Paper.

**GENTLEMAN** (44), 25 years' retail experience, seeks position in Wholesale Patent Drug or Sundries House; would invest up to £500; indoor or outdoor. 500/130, Office of this Paper.

**LABORATORY** Assistant (22) seeks situation; 7 years' all-round experience; secondary school education; London or near; good references. 499/31, Office of this Paper.

**LATE** Sales Manager wants good selling lines on commission under firm's name or as agency; Drugs, Soaps, Fancy Goods, also Rubber Goods; or lines under chemist's own name or good packed lines; very good connection among Chemists and Stores in South of England and large Stores in London; has been running lines for over six years. 500/39, Office of this Paper.

**MR. A. FUTTY**, 2 Staplehurst Road, Lewisham, S.E.13, having sold his business, desires position as Representative of Manufacturer or Wholesaler supplying Chemists, Hairdressers, &c.

**PILLS AND TABLETS**.—Young Man, with 10 years' experience, at present with leading London House, requires change to situation offering greater opportunities. 501/33, Office of this Paper.

**CLEAR OUT**—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along. **S. E. HACKETT, 23 July Road, Liverpool**

**PROPAGANDA** Pharmacist, experienced Representative, successful interviewer, good Dental connection, desires engagement; last post 7 years. Cox, 3 Ashling Villas, Cheltenham.

**QUALIFIED** Pharmacist, young, tall, of smart appearance; 15 years' Retail experience; is desirous of joining representative staff of reputable manufacturing or wholesale house; good references. 499/28, Office of this Paper.

**REPRESENTATIVE**, first-class connection with Hairdressers, Chemists and Departmental Stores, desires change; prize record; excellent references. 485/11, Office of this Paper.

**TRAVELLER**, 12 years' experience calling upon Chemists, seeks permanent and sound representation with good house; area connected: Hants, Berks, Bucks, Oxon, Wilts, Dorset, Somerset, Devon, Cornwall; car owner. 498/34, Office of this Paper.

## FOR SALE.

**CHEMIST'S** High-class Mahogany Counter and Vertical Showcases and Back-Settings; may be viewed by appointment. J. H. Collins, Chemist, Albert Street, Mansfield.

**NATIONAL** Cash Register for sale; bargain; in sound working order. Write R. Saunders, 136 Coningham Road, Shepherds Bush, W.12.

**6 FEET** Dispensing Screen, mahogany, 4 glass showcases and sponge case, counter and shelves behind, £7 10s. E. Warburton, Ltd., Chemists, Market Street, Farnworth, Lancs.

## MISCELLANEOUS.

**A** "BEST Fitted and Equipped" Pharmacy pulls trade; new and second-hand fittings and showcases of all kinds and sizes. Write enquiries to or call at PHILIP JOSEPHS & SONS, LTD., Shopfitters, 90/92 St. John Street, London, E.C.1.

**CHEMISTS' FITTINGS**.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

**REMOVED FROM AIR STREET, PICCADILLY**.—Fixtures suitable only for a large Pharmacy: 17 ft. 6 in. Drug Fixture, 84 Drawers, &c.; 14 ft. Mahogany Counter, Show Case Front; 16 ft. Wall Case, Centre Section fitted with Bow-fronted Show Case; Dispensing Screen, with Cases, Mirror Back and Glass Shelves; Personal Scale; Silent Salesman; Cash Till; Shop Rounds. Write or call. RUDDUCK & CO., 219-227 Old Street, E.C.1.

**SHOPFITTINGS** and Fixtures. King's can equip a Pharmacy with a complete range of modern fixtures in oak or mahogany from £75; we would welcome a visit to our showrooms; now ready, new catalogue No. C.D. 1013, post free on application. J. C. KING, LTD., 42-60 Goswell Road, London, E.C.1.

**£2?—COMPLETE CHEMIST FITTINGS** at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

## EXCHANGE COLUMN.

### WANTED.

**TO SHOPFITTERS**.—Pharmacist (Dorset) is open to spend £100 on alterations; payable in instalments over 3 years. 502/120, Office of this Paper.

**WANTED**.—Second-hand Southall's Materia Medica Cabinet. Evans, 216 City Road, Cardiff.



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A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments.

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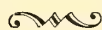


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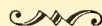
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